REPORT RESUMES

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SELECTED JOB TITLE DESCRIPTION FOR NONFARM AGRICULTURAL JOBS IN LOUISIANA.

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JOB INFORMATION, PRESENTED FOR USE BY HIGH SCHOOL COUNSELORS, WAS DERIVED FROM A STATEWIDE STUDY OF NONFARM AGRICULTURAL OCCUPATIONS WHICH REVEALED THAT 20,025 LOUISIANA WORKERS IN 1,699 JOB TITLES WERE DOING WORK DEMANDING SOME SPECIALIZED TRAINING IN AGRICULTURE. INFORMATION INCLUDES A DESCRIPTION, EMPLOYEE QUALIFICATIONS, EMPLOYMENT OPPORTUNITIES, SALARY AND PROMOTIONS, AND ADDITIONAL INFORMATION FOR EACH OF THE MOST COMMON JOB TITLES CLASSIFIED UNDER THE OCCUPATINAL FAMILIES (1) FARM MACHINERY SALES AND SERVICE, (2) FARM SUPPLIES AND EQUIPMENT, (3) LIVESTOCK AND POULTRY, (4) CROPS, FORESTRY, AND SOIL CONSERVATION, (5) ORNAMENTAL HORTICULTURE, (6) WILDLIFE AND RECREATION, (7) FARM SERVICE, AND (8) AGRICULTURAL SERVICE. THE JOBS DESCRIBED ARE REPRESENTATIVE OF THE LEVELS OF EMPLOYMENT--PROFESSIONAL, TECHNICAL, MANAGERIAL, SUPERVISORY, SALES, OFFICE, SKILLED, SEMISKILLED, AND UNSKILLED. THE 1699 JOB TITLES, LISTED ACCORDING TO OCCUPATIONAL FAMILY AND EMPLOYMENT LEVEL, AND A BIBLIOGRAPHY ARE INCLUDED. RELATED AREA STUDY REPORTS ARE VT 004 782-VT 004 786. (JM)

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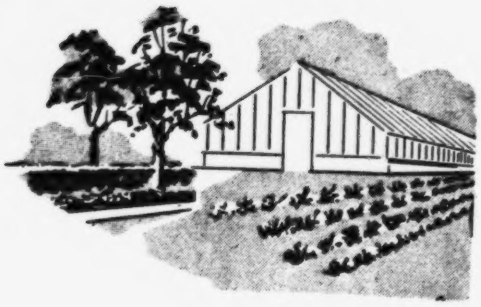
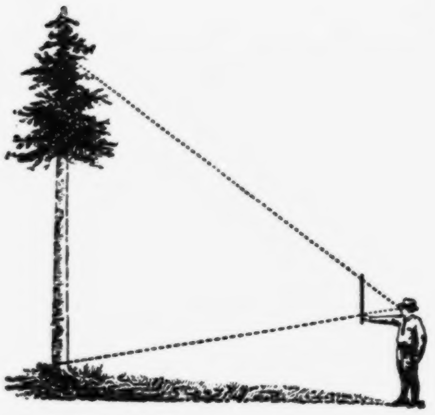
Cooperative Research Project
OE 5-85-040



2,430	Nonfarm Agricultural Businesses
51,719	Employees
20,025	Workers with Agri. Competencies
1,699	Job Titles



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Cooperative Research Project
OE 5-85-040

by

C. L. Mondart, Sr.
C. M. Curtis
Loy H. Dobbins
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DEPARTMENT OF VOCATIONAL AGRICULTURAL EDUCATION

SCHOOL OF VOCATIONAL EDUCATION

COLLEGE OF AGRICULTURE

LOUISIANA STATE UNIVERSITY

June, 1967

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INTRODUCTION

The National Vocational Education Act of 1917, commonly called the Smith-Hughes Law, promoted vocational education at the secondary school level. It served to stimulate training programs for three primary groups: farm workers, industrial workers and prospective homemakers.

The nation's economy was rural at the time, with a rapidly expanding industrial economy. Production of goods, both on and off the farm, was the chief function of workers -- women were yet to enter the labor market in sizeable numbers.

Over the 50-year period since 1917, the nation's pattern for employment has changed drastically. The agricultural economy at the start of the century no longer exists. Moreover, a growing industrial economy passed its peak in labor requirements over a decade ago. Now, along with farming, it is experiencing a percentage downturn in workers employed. Moving in to replace production workers are employees in the various service fields. Collectively, these workers now number more than those engaged in producing goods, as the nation moves into a service economy.

Growing out of these shifts in occupational fields are startling developments in agriculture. Migration of farm population left fewer farms with fewer farm workers. Yet, the total farm plant remains fairly constant, an achievement made possible by advancing farm size and substitution of capital for labor.

Farm production continues at high levels, keeping abreast of the needs felt by a continually rising population, an accomplishment traceable to the incomparable efficiency of farm workers who are the beneficiaries of automation and advancing farm technology.

Playing an equally significant role in farm production is a growing segment of the agricultural economy made up of nonfarm businesses and agencies engaged in handling farm products and servicing the expanding production needs of the individual farmer.

Prior to 1963, when the second National Vocational Education Act was enacted (Morse-Perkins), agricultural education programs at the secondary level failed to provide training for the occupations contained in the nonfarm sector of agriculture. In fact, some 36 percent of the vocational funds then available supported training designed to train for the farm, the most rapidly declining major area of employment in the nation.

Fortunately, the 1963 Legislation calls for a redirection of vocational agriculture, adding a second purpose -- training for occupations involving a knowledge or skill in agricultural subjects. Unhappily, adjustment is not fast-paced and much of all agricultural education is still geared to a world that has ceased to be, mostly because of the rigidity of educational institutions.

Slowly emerging is the knowledge that a service economy shapes a society in which the worker is dependent upon others -- that he cannot provide the essentials for himself, but must provide and sell a needed service. In an era of technology, service workers must become specialists to the same extent as the farmer or industrial worker, a fact that must be recognized by educators. Changing times demand new training programs, supplementing traditional efforts designed to train only for the production of goods. Clearly, the area of the schools' responsibility must be widened, if agriculturally oriented students are to advance up the social and economic scale as far as their interests and talents will carry them. Equally clear is the fact that vocational agriculture must lift itself above the single purpose structure it now is.

For the farm boy who cannot farm but desires to remain in agriculture, an agricultural service occupation can be found among a host of service fields now considered agricultural. His major problem lies in making a choice, followed by obtaining the kind of education and training required for successful employment.

To make an intelligent selection, a boy must evaluate his interests and capabilities in the light of what kind of workers nonfarm agricultural concerns need. Such models will give both the boy and the school guides for setting up training programs leading to satisfactory job entry. Involved is what occupations, or jobs, together with qualifications required for placement, are available to youth in the area of nonfarm agriculture.

Once jobs have been identified by a title, then an understandable definition or description can be structured, giving major consideration to the knowledge and skill prospective workers must acquire in the primary agricultural subjects: Plant Science, Animal Science, Soil Science, Farm Mechanics and Farm Management. Additionally, more specialized competencies, whether in agriculture or other subjects, must be known.

In the absence of realistic occupational information for use with vocational agriculture students, a massive research program was undertaken by Louisiana State University, in cooperation with the State Department of Education and the Division of Employment Security, beginning with a Grant from the Louisiana Board for the Liquidation of the State Debt. First, a survey was made of the seven metropolitan areas of the state where 1,067 businesses and agencies, considered agricultural, were located. Jobs they contained were identified, together with qualifications required for entry and work performed.

To make the study statewide, a Grant was obtained from the U. S. Office of Education, 4 (c) funds, under contract number OE-5-85-040. Extension of the research included the nonfarm agricultural sectors of the 90 smaller towns and villages of the state, studying an additional 1,363 businesses and agencies having employees using agricultural knowledge and skills.

In total, the nonfarm agricultural economy of Louisiana was found to contain a minimum of 2,430 concerns having 51,719 employees. Among them were 20,025 doing work involving a knowledge or skill in primary agricultural subjects. They held a total of 1,699 job titles, all demanding some specialized training in agriculture.

Each business or agency was grouped according to selected occupational families: (1) Farm Machinery Sales and Service, (2) Farm Supplies and Equipment, (3) Livestock and Poultry, (4) Crops, Forestry and Soil Conservation, (5) Ornamental Horticulture, (6) Wildlife and Recreation, (7) Farm Service, and (8) Agricultural Service. Job titles were catalogued under appropriate families.

Titles identified in each nonfarm agricultural concern, involving a knowledge or skill in agriculture, were classified under occupational levels found common to the economy: (1) Professional, (2) Technical, (3) Managerial, (4) Supervisory, (5) Sales, (6) Office, (7) Skilled, (8) Semiskilled, and (9) Unskilled.

Agricultural competencies for a job, and others considered pertinent, were "pulled" from the employers of workers having the titles, along with additional but more general requirements for effecting job entry: (1) Education, (2) Residential background, (3) Farm experience, (4) Age at time of entry, and (5) Continuing education. Additionally, salary or wage was made a part of each job title description.

It was not feasible to develop for publication a detailed description of all 1,699 job titles identified. Rather, for this report, an attempt has been made to list them, selecting for describing those found to be most common within each of the eight occupational families, limiting descriptions to one for each of several levels of employment.

Actually, each occupational family was made up of a variety of concerns having a close relationship in services performed. Workers within a family grouping have different job titles requiring some differences in specialized performances, yet they have commonalities in work performed at the several levels of employment. This close relationship tends to "cluster" jobs within a family, affording the school and boy an opportunity to look objectively at clusters of occupational opportunities, rather than singling out only one of the hundreds contained in nonfarm agriculture, for which more specific training may be difficult to provide.

Students are expected to develop occupational objectives as they advance in vocational agriculture. Bringing into the classroom live information about nonfarm agricultural jobs will effect a closer relationship between what goes on in the school and life outside. It will also facilitate the formulation of student occupational objectives, an accomplishment many teachers now consider impossible to achieve.

Information presented about each job title selected follows a general pattern designed to give minimum but appreciable coverage -- it includes: (1) Description, (2) Qualifications, (3) Prospects for Employment, (4) Salary and Promotions, and (5) Additional Information.

This treatment of job titles presented offers aid to high school counselors and teachers of agriculture in motivating students to investigate occupational opportunities before making a choice. Such a teacher-student relationship, established by engaging together in a problem so important as finding and deciding upon a career, will serve to eliminate much of the "risk" involved when occupational plans are made.

Both the purpose and scope of the information will be of interest to school and parents, since hopefully a mutual concern lies in preparing boys for a world and for jobs that actually exist. Students developing an interest for a particular family, or cluster of occupations, may easily confirm their interests by visiting a business or agency, observing workers performing the kind of services under consideration.

The prospect ahead for schools and teachers of vocational agriculture is more "touch" with the nonfarm sector of the agricultural economy. The gulf between the two must be bridged, for many schools in Louisiana depend upon nonfarm businesses for the kind of economic climate in which they can grow, while these same businesses are dependent upon the schools for quality managers and efficient employees.

FARM MACHINERY SALES AND SERVICE

ASSEMBLYMAN

Job Description

An assemblyman uncrates, assembles, adjusts and demonstrates farm machinery and equipment. Employment in this job title is usually found in farm machinery sales and service dealerships. The skilled assemblyman can perform a wide variety of jobs on many different kinds of farm machinery and equipment. Prior to the sale of a farm implement the assemblyman usually performs a routine check to determine that all parts are operating properly and all adjustments perscribed by the customer are made. In most cases the assemblyman and a helper deliver the implement and perform a field test for the purchaser.

Job Qualifications

Employers require that applicants for this job title be high school graduates. High school preparation should include vocational agriculture with emphasis in agricultural mechanics. Advanced training in a vocational school is desirable. To further qualify an assemblyman usually receives training in firm or industry schools and on-the-job. At times these workers assist the salesman in demonstrating and explaining special uses of equipment. Preparation involving specialized training in salesmanship is considered helpful.

Prospects for Employment

Employment opportunities are good. Occupational information indicates an increase in job openings during the remainder of the decade and beyond. This outlook is based upon the rapid mechanization of agriculture. Farmers are utilizing the results of research and technology and consequently are requiring more and better machines. The trend indicates that over the long run assemblymen will continue to be in demand.

Salaries and Promotions

Salaries for assemblyman range from $200 to $400 per month. The possibility for promotion is fair. The worker may advance to shop foreman, salesman, or sales manager if he develops the abilities needed for any of these job titles.

Additional Information

Workers in this job title should be in good health. Duties require that the employee be adept at meeting people, tactful, cheerful and able to express himself well.

DEMONSTRATOR OF FARM EQUIPMENT

Job Description

A demonstrator is responsible for showing and explaining qualities and functions of machinery and equipment. He may demonstrate for large groups of farmers at field days or he may assist the salesman in explaining qualities and function of machinery to an individual. In many cases he may be expected to perform minor adjustments and repairs on new machines and equipment. Duties and responsibilities may be the same as those described for a salesman.

Job Qualifications

For the most part, farm machinery and equipment demonstrators should have a high school education. Farm experience is mandatory and in most cases post high school technical training in industry schools is required. Employment in this job title requires the individual to be a qualified tractor and machine operator. Training received on the home farm and in vocational agriculture is helpful for prospective employees. The ability to perform mechanical adjustments to machinery and allied equipment prior to job entry is necessary.

Prospects for Employment

The prospect for employment as a demonstrator is limited. Only the larger firms that stock a complete line of farm machinery and equipment employ demonstrators. The smaller firms and agencies require salesmen to perform the demonstration work. It is expected that more firms will employ workers in this job title as the firms become larger.

Salaries and Promotions

Salaries for workers in this job title begin at $300 and advance to approximately $500 per month. Maximum salaries are based on years of service and responsibilities.

Promotions are likely, provided the employee is capable, enthusiastic, and willing to work. Advancement to levels of sales manager, assistant manager and manager are possible promotions.

Additional Information

Farm machinery and equipment demonstrators should enjoy meeting people, be enthusiastic and should like to travel. Working conditions are good and most of the work is very pleasing. This job requires much outside work, assisting farmers with mechanization problems.

DESIGN ENGINEER

Job Description

A design engineer employed in the field of Farm Machinery Sales and Service is expected to plan and design modifications of company products and also improve existing machinery and equipment. An employee designs new products and supervises the work of production men for the company in which he is employed. Some design engineers are required to renovate equipment to comply with special conditions for which the equipment is to be used. An employee of this type provides technical information concerning construction and manufacturing techniques, material properties and process advantages, and limitations affecting long range plant and product engineering planning. Working conditions are good since most of his time will be inside.

Job Qualifications

To be considered for employment at this level, a college degree in engineering, preferably agricultural engineering, is necessary. A prospective employee should have experience with farm machinery and equipment.

Vocational agricultural training along with farm experiences are helpful to a student who plans to enter this type of occupation. One must have a high degree of mechanical ability and be able to instruct others. A professional engineers license is required.

Prospects for Employment

Prospects for employment in this occupation are fairly good. As more and more of our farms become automated and mechanized, more equipment companies will no doubt emerge. Many of these companies will probably engage in the production of specialized equipment peculiar to the locale in which they operate. The rate of advancement is expected to coincide with the ability to perform and longevity on the job.

Salaries and Promotions

Beginning salaries range from $350 to $600 per month depending upon the size of the company and the experiences of the worker. Increased pay increments vary greatly, some make well over $700 per month after a few years service. Design engineers can be promoted to such positions as production manager, manager or even general managers of the larger companies.

Additional Information

Design engineers work closely with management and production. They must keep abreast of the needs and demands of agriculture.

FOREMAN

Job Description

A foreman supervises and coordinates activities of workers engaged in one or more occupations. A person employed in this job title adjusts work procedures to meet production schedules, using knowledge of capacities of machines, equipment and workers. Most foremen are required to suggest or implement changes in working conditions and use of equipment to increase efficiency of shops, departments, or work crews.

A foreman is required to help workers with less ability in situations that require more specialized training and experience and help train employees to become more efficient. Other duties of a foreman consist of recommending or hiring of personnel within his department or area of work. In summary, a foreman supervises and coordinates work activities of a crew, shop or department.

Various foreman titles existing in Farm Machinery Sales and Service with cross-reference to specified areas are:

1. Shop Foreman (see Mechanic & Foreman, Serviceman & Foreman)
2. Parts Foreman (see Partsman & Foreman)
3. Repair Foreman (see Repairman & Foreman)
4. Warehouse Foreman (see Warehouseman & Foreman)
5. Plant Production Foreman
6. Shop Superintendent (see Mechanic & Foreman)
7. New Equipment Foreman
8. Assistant Foreman
9. Shop Supervisor (see Mechanic & Foreman)

Job Qualifications

To be employed as a foreman one must be, for the most part, an efficient and productive worker or specialist within his particular field or area of work. He must be capable of handling labor and be able to cope with labor management problems within his department or area. Most all foremen, regardless of field, must have at least a high school education and some jobs necessitate post high school training. Vocational agricultural training supplemented with courses in mechanics is very helpful in attaining such positions with farm machinery firms and agencies. Generally, a foreman does not start out as such, but through years of longevity and work experience he attains this position, provided he has developed the necessary abilities and competencies. Most firms require a potential foreman to begin his employment by starting in the semiskilled level and to work his way up in order to know the business and its operations.

Prospects for Employment

Prospects for employment in the foreman classification are fairly good, provided one has obtained the prerequisites of this job title. Most farm machinery dealers and equipment companies employ one or more foremen, depending upon the size and number of departments in the organization. The prospects for a high school graduate entering directly into a foreman job title are limited since experience and on-the-job training are prerequisites to such employment.

Salaries and Promotions

Salaries of foremen vary according to the responsibilities and training required. There are great variations in starting salaries, which begin at $350 and upward. Maximum salaries are usually attained by longevity and service to the firm.

Promotion into this job title is dependent almost wholely upon the ability, enthusiasm and personality of the person involved. Promotions to manager from foreman occupations are common in this field.

Additional Information

Foreman positions are very important occupations within the company. Presumably, the working conditions of most employees are very desirable. Foremen should have a pleasing personality and enjoy helping others to become more efficient. In many cases the foreman is expected to perform public relations work.

IRRIGATION ENGINEER

Job Description

An irrigation engineer plans, designs and supervises the construction of irrigation systems, including dams, canals, ditches and pumps, according to soil conditions. Employees in this profession are required to specify the type and size of irrigation equipment and materials needed by individual farms and layouts. Workers in this job title are expected to help sell irrigation equipment.

Job Qualifications

To be considered for employment in this job, one would be expected to have a degree in engineering, preferably agricultural engineering. A person needs to be trained in hydro-dynamics and possess some type of engineering experience and mechanical ability before job entry. Vocational agricultural training and farm experience would be most helpful to provide mechanical experiences. An employee would have to be licensed by industry in hydro-dynamics.

Prospects for Employment

Prospects for employment in this occupation are limited. Most jobs of this type would be located in arid sections of the country or areas needing an abundance of water to produce crops, such as rice and certain truck crops.

Salaries and Promotions

Beginning salaries range from $400 to $500 per month depending upon experience and/or length of service. More positions are expected to open up in this job title as more irrigation is used to increase production.

The rate of advancement is determined by one's knowledge of irrigation equipment and proper handling of such equipment. The size and complexity of the company will also play an important role as far as promotion is concerned.

Additional Information

An employee in this job title should enjoy meeting people and be able to communicate with farm people. A knowledge of soil and water conservation is a prerequisite for this type of work. An employee would work inside some parts of the year and outside in seasons when irrigation equipment is needed.

MACHINIST

Job Description

A machinist performs some or all of the following duties:

1. Carries through to completion the construction and repair of all kinds of metal parts, tools and machines.
2. Reads and understands blueprints and written specifications.
3. Uses skillfully all machinist's hand tools including scrapers, chisels, files, and measuring instruments.
4. Operates all machine tools including lathes, milling machines, planers, shapers, and specialized machines that have been developed from them.
5. Understands working properties of metals such as aluminum, brass, cast and wrought iron, and various steels.
6. Shapes metal parts to precise dimensions.

Job Qualifications

Most employers indicate that employees in this job title must have post high school technical training, and should have previously been a machinist's helper. Good eye sight and calm nerves are physical qualifications necessary for employment in this job. Farm mechanical training in vocational agriculture and experience in operating farm machinery are helpful for entry into this occupation.

Prospects for Employment

With the increase of farm mechanization there will be a continuous increase in the demand for machinists in the areas of Farm Machinery Sales and Service and Farm Supplies and Equipment.

Salaries and Promotions

Salaries for machinists in the nonfarm agricultural complex of Louisiana range from $350 to $600 per month depending on the size and complexity of the business in which the job is found. It is very common for a machinist to be promoted to chief machinist, assistant manager, or manager.

MANAGER

Job Description

This job title is indicative of employees who direct and supervise personnel in attaining operational goals of an organization or department as established by management. Many other titles, such as department head, chief, leader, boss, superintendent, owner-manager and some cases presidents, are synonymous with managers. A variety of manager titles exist, but primarily the job, whether it be a sales manager or shop manager, is practically the same. Classifications are made according to type of work performed and/or the department managed.

Managers are usually required to perform a variety of functions depending upon the kind, size, department, section and/or complexity of the firm or agency in which he is employed. Managers, regardless of titles, are required to operate the business at profitable levels. Handling of labor, records, payrolls, requisition of supplies and inventory, sales, finance and reporting profits and losses to management are some of the duties and responsibilities a manager must perform. Meeting the public and assisting employees in their work are two very important tasks of managers at all levels.

Note: Various managerial job titles in Farm Machinery Sales and Service and cross references are:

1. General Manager
2. President-Manager
3. Branch Manager
5. Credit Manager
6. Store Manager (see Clerk & Manager)
7. Business Manager (see Accountant & Manager)
8. Sales Manager (see Salesman & Manager)
9. Manager-Salesman (see Salesman & Manager)
10. Parts Manager (see Partsman & Manager)
11. Office Manager (see Office Secretary & Manager)
12. Service Manager (see Serviceman & Manager)
13. Shop Manager (see Serviceman & Manager)
14. Materials Manager (see Partsman & Manager)
15. Assistant Manager

Job Qualifications

A high school education and training beyond the secondary level are essential. Many employees are required to hold college degrees plus experience before they are eligible to attain a position of manager. Four years of vocational agricultural training supplemented by courses in business administration are highly desirable. Experience in the particular field which the manager is operating is mandatory, as is the ability to work effectively with people. The ability to promote a sound public relations program and a high moral character are definitely essential.

Prospects for Employment

The demand for competent managers in farm machinery and equipment firms is continuing to increase as these businesses become larger and more of our farms become mechanized. The prospects for high school graduates entering directly into managerial occupations are limited since experience and on-the-job training are prerequisites to such a position.

Salaries & Promotions

Salaries of managers vary with responsibilities and training. Maximum salaries are usually attained by longevity and service to the company.

Promotion in this job title is dependent almost wholly upon the ability, enthusiasm, and personality of the employee involved. The most common promotion is in the form of salary increases.

Additional Information

Managerial occupations are important positions within the company, therefore, the working conditions of most managers are very desirable. It should be noted that many skilled and semiskilled workers in small companies are sometimes recorded as department managers, but they are merely employees with seniority.

MECHANIC

Job Description

A mechanic in a Farm Machinery Sales and Service Center performs a highly skilled type of work. In addition to being a good general mechanic, he must be a specialist in the particular line of machinery and equipment handled by the firm in which he is employed. He must be able to perform or supervise the repairing or overhauling of engines, power transmissions, hydraulic,fuel, and electrical systems. He must also adjust and repair large farm machines such as combines, cotton-pickers, balers, and forage harvesters. In many instances a mechanic may specialize in only one or two of these areas.

Employees in this job title may be required to repair light industrial equipment since many farm machinery service centers combine both farm and light industrial equipment sales and service into one business. The farm mechanic services equipment both on the farm and in the shop. Therefore, he must be actively engaged in public relations with farm people. He must be physically able to handle large pieces of equipment and tools.

Job Qualifications

A farm background is preferred and even mandatory in some firms. High school education with training in vocational agriculture is desirable. Most owners prefer farm mechanics who have completed a post high school farm mechanics course.

The ability to get along with people and a sound moral character are necessary. A farm mechanic must be able to make decisions concerning the economics, feasibility and methods of repairing farm machinery and equipment.

Prospects for Employment

Prospects for employment are good. Annual turnover of farm mechanics approaches 15 per cent. Therefore, available jobs as farm mechanics vary from 50 to 70 per year in Louisiana.

Properly trained farm mechinery mechanics with farm experience are in short supply and the demand is relatively great.

Salaries and Promotions

Salaries range from $250 to $500 per month depending upon the size and volume of sales and service of the firm. In addition to salary, farm mechanics enjoy benefits such as profit sharing programs, commissions, life insurance, hospitalization, bonuses and paid vacations.

Promotions for capable and energetic workers are good. Generally, the mechanic is promoted to service manager or into sales positions. Salaries are increased with experience and tenure.

Additional Information

Farm mechanics work for private industry and do not necessarily belong to a union. Most mechanics are usually required to begin employment as a mechanic's helper and work upward.

OFFICE PERSONNEL

(Clerk, Bookkeeper, Posting Clerk, Secretary, Office Helper, Assistants)

Job Description

Employees in this large category perform many combinations of duties in the business office of nonfarm agricultural establishments. Workers in this level of employment perform a variety of similar business and clerical duties, utilizing knowledge of systems and procedures. Some of the more important job obligations of an employee might be a combination of any of the following:

1. Write or type bills, statements,receipts, checks or other documents.
2. Copy information from one record to another.
3. Count, weigh, or measure materials.
4. Sort or file records.
5. Receive and distribute money
6. Answer telephone, convey messages, and run errands
7. Operate business machines and equipment
8. Keep records of financial transactions of establishment.
9. Verify and enter transactions as they occur in official journals
10. Balance books and compile reports
11. Summarize records concerning the business and submit reports

12. Requisition supplies
13. Audit reports, contracts, orders, and vouchers and prepare reports which substantiate individual transactions before their settlement.
14. Schedule appointments, give information to callers, and maintain administrative matters.

Job Qualifications

The qualifications for any one of the many jobs found in this classification will vary according to the peculiar nature of the job. Most employees at this level are rquired to have a high school education and some post secondary work. In most cases where employees merely finish high school and seek employment they should be trained in basic business principles and management. Requisite to many jobs are college degrees in business administration or agri-business. Employees working in agricultural business offices should have a basic understanding of agriculture, expecially where they communicate or perform transactions with farm people and agriculturalists. Vocational agricultural training and farm experience are beneficial for entry in this job title.

Prospects for Employment

Prospects for employment are generally good. As business firms enlarge and/or increase in volume of business, more office help is usually needed. Many persons employed in this job title are women, however, men are not restricted from this occupation.

Salaries and Promotions

Office personnel compensations vary tremendously, according to experience and responsibilities of the employee. Starting salaries range from $200 upward and many of the maximum pay scales are over $700. Longevity and successful experience are prerequisites for advancement. There are many possibilities for promotion in this job title, provided the individual is willing to work, competent and trustworthy.

Additional Information

Working conditions are very good and the surroundings are usually pleasant. Office personnel work on the inside most of the time.

RESEARCH ENGINEER
(Plant, Field, Assistants)

Job Description

There are various types of research engineers who are primarily concerned with research activities directed toward investigation and evaluation of practical applicability of basic engineering principles and techniques. Persons employed in this occupation are responsible for the development and improvement of new or existing products and services or production processes. Research engineers conduct research and develop new improvements for mechanical farming.

Job Qualifications

To be acceptable as a research engineer in Farm Machinery Sales and Service one must obtain a degree in agricultural engineering. Vocational agricultural training, together with mathematical and science courses in high school would be very helpful for students who plan to enter college and advance toward this type of employment. Research engineers should have experience with farm machinery and equipment. A farm background is very helpful and desirable.

Prospects for Employment

Prospects for employment in this occupation are generally good. An employee would be expected to start as an assistant before moving up to this position. An employee must complete a degree in engineering before entering this occupation. Most employment is located in farm machinery manufacturing plants and experimental stations.

Salaries and Promotions

Salaries in this occupation usually embrace a beginning pay of $700 and upward and pay increments are adjusted to longevity and the performance of work. Most employees begin as assistants and are promoted to research engineers. Research engineers can expect promotions to plant superintendents and managers.

Additional Information

A person in an occupation of this nature would be expected to be mechanically inclined and possess a thorough knowledge of mechanical farming. The majority of work would be inside, designing and planning, with some work outside testing machinery and equipment under actual working conditions.

SALESMAN

Job Description

Farm machinery and equipment salesmen are important links between the manufacturer, the dealer and the farmer. The good salesman understands and respects the farmers' needs and has made a study of farming in his sales area. When contacted by a prospective buyer he assists in determining the exact machinery and equipment needs.

The salesman must be able to work with a great variety of farm machinery, equipment and other merchandise sold by the firm. He counsels with farmers concerning mechanization plans and demonstrates new machinery and equipment.

Job Qualifications

High school graduates of vocational agriculture with a good farm background are preferred. Experience with farm machinery and equipment is necessary. Skill in operating and demonstrating farm power and equipment, plus a working knowledge of the adaptability of such equipment, are necessary. A broad knowledge of agricultural subjects is needed.

Prospects for Employment

The long range demand for farm machinery and equipment salesmen appears to be good. As mechanization in agriculture increases and as competition grows firms will probably expand their sales force. The number of positions resulting from normal turnover indicates good employment opportunities in this field.

Salaries and Promotions

Promotion in the farm implement field is almost unlimited. The salesman can look to advancement to sales manager of a particular firm, and to sales work with one of the major manufacturing concerns.

Retail farm implement dealers employee benefits include salaries, profit sharing, commissions, life insurance, hospitalization, bonuses, and paid vacations plus other fringe advantages. Beginning salaries for salesmen range from $350 per month upward.

Additional Information

Salesmen for retail farm implement dealers work for private industry. They are not members of a union. They do not have to meet specific training requirements, but must have a broad knowledge of farm machinery and equipment, along with a knowledge of people and deep appreciation of their interests and needs.

A salesman is classified as a service worker. In sales work the first step toward real success is for the individual to "know the product." It follows then that students of vocational agriculture who are interested in working with farm machinery and equipment at the dealership level should begin early to gain work experiences of a nature that give them the knowledge required to begin as a salesman.

JOB TITLES

FARM MACHINERY SALES AND SERVICE

1. Professional
    - Irrigation Engineer
    - Asst. Irrigation Engineer
    - Designing Engineer
    - Asst. Designing Engineer
    - Research Engineer
    - Plant Research Engineer
    - Field Research Engineer
    - Asst. Plant Research Engineer
    - Asst. Field Research Engineer
    - Plant Production Engineer
    - Asst. Plant Production Engineer
    - Research Draftsman
    - Asst. Research Draftsman
2. Technical
3. Managerial
    - General Manager
    - Sales Manager
    - Business Manager
    - Parts Manager
    - Service Manager
    - Manager
    - Office Manager
    - Asst. General Manager
    - Asst. Manager
    - President
    - Asst. Parts Manager
    - Vice President
    - Truck Manager
    - Shop Manager
    - Used Car Manager
    - Credit Manager
    - Owner-Manager-Salesman
    - Owner
    - Materials Manager
    - Owner Manager
    - Warehouse Manager
    - Asst. Warehouse Manager
    - Store Manager & Shop Foreman
    - Asst. Manager & Salesman
    - Branch Manager
    - Manager-Salesman
    - President-Manager
    - V. President-Manager
    - Co-Owner-Manager
    - President-Research Engineer
    - V. Pres-Sales Manager
    - Asst. Sales Manager
    - Secretary-Treasurer
4. Supervisory
    - Shop Foreman
    - Parts Foreman
    - Foreman-New Equipment
    - Foreman-Repairs
    - Foreman-Warehouse & Assembly
    - Shop Superintendent
    - Shop Supervisor
    - Demonstrator of Cane Equipment
    - Plant Production Foreman
    - Asst. Plant Production Foreman
5. Sales
    - Salesman
    - Sales Clerk
    - Truck Salesman
    - Parts Salesman
    - Manufacturer's Agent
    - Farm Equipment Salesman
    - Outside Salesman
    - Sales Representative
    - Stock Control Clerk
    - Shipping & Receiving Clerk

6. Office
    - Clerk
    - Bookkeeper
    - Posting Clerk
    - Office Secretary
    - Office Helper
    - Bookkeeper & Asst. Manager
    - Office Clerk
    - Accountant
    - Secretary-Bookkeeper
    - Asst. Bookkeeper
    - Asst. Secretary

7. Skilled
    - Mechanic
    - Truck Mechanic
    - Serviceman
    - Tractor & Machine Mechanic
    - Partsman
    - Farm Equipment Mechanic
    - Welder
    - Welder Repairman
    - Painter
    - Cotton Picker Mechanic
    - Roving Mechanic
    - Small Engine Repairman
    - Mechanic & Partsman
    - Service-Repairman
    - Asst. Partsman
    - Machinist
    - Bodyman
    - Mechanic & Truck Driver
    - Drill Press Operator
    - Fitter
    - Welder-Painter

8. Semiskilled
    - Truck Driver
    - Mechanic Helper
    - Warehouseman
    - Assemblyman
    - Shop Worker
    - Welders Helper
    - Pickup Man
    - Deliveryman
    - Setup & Deliveryman

9. Unskilled
    - Porter
    - Common Laborer

FARM SUPPLIES AND EQUIPMENT

AGRICULTURAL CHEMIST (BIOLOGICAL)

Job Description

An agricultural chemist applies the principles and procedures of chemical and physical analysis to the science of agriculture. Some of the duties performed are:

1. Investigates chemical problems relating to soils, fertilizers, plants, insects, animals, and microorganisms. In doing so, he devises more efficient methods of cultivating, storing, and utilizing crops to increase the fertility of the soil, and to safeguard crops from infestations by insects, fungi, rodents, and bacteria.
2. Analyzes soils to determine their lime, fertilizer, and chemical requirements.
3. Investigates the presence of toxic substances in the soil and devises methods of neutralizing soil poisons.
4. Develops chemical compounds and hormones used in weed control, or as insecticides, fungicides, and rodent poisons.
5. Makes chemical analysis of fruits, vegetables, and other plants to develop species resistant to fungi, insects, and similar destructive agents.
6. Makes chemical investigations of fertilizer components, such as phosphate, potash, nitrogen, etc., and makes recommendations as to their use in mixed fertilizer.

He may be designated according to his field of specialization as: fertilizer chemist, insecticide chemist, plant chemist, soil chemist, etc.

Job Qualifications

An applicant must have a college degree in chemical engineering. If he is interested in any particular field, he should concentrate his efforts in this field.

Prospects for Employment

Establishments, such as chemical supply houses, fertilizer companies, plant breeders, and seed companies, are places of employment for agricultural chemists. There are many such companies found in Louisiana.

Salaries and Promotions

Salaries range from $450 to over $700 per month depending upon one's training and experience.

BUYER, FEED BUYER, GRAIN BUYER

Job Description

A buyer is usually employed by large establishments and is responsible for maintaining contacts with manufacturers and wholesalers that insures the firm of a steady supply of goods for resale to the consuming public. Some of the more important functions of a buyer follow:

1. Purchases feed ingredients and merchandise for resale.
2. Selects and orders merchandise needed for producing feed.
3. Buys grain and foodstuffs in the field or from other buyers.
4. Reviews and approves grain and supplementary material.
5. Records grades of grain, prices paid, amount purchased, and amount in storage.
6. Calculates market value of products enabling him to obtain materials at favorable prices.
7. Buys minerals and vitamins to add to feed rations.

Job Qualifications

A high school education is mandatory and in some cases college degrees are necessary. Vocational agricultural training is helpful. Additional study in business procedures and practices is valuable for the individual seeking entry into this type of work. Most employees in this job title have worked for the firm in other capacities while training under an experienced buyer.

Prospects for Employment

Prospects for employment are fair. Generally, as the state expands its grain and soybean production more workers will be needed in this level of employment. Most employment will be found in feed mills, feed supply houses, and elevators.

Salaries and Promotions

The beginning salary of a feed buyer in small establishments range from $250 to $350. The salary of a buyer with a large company is considerably higher. Some buyers are self-employed since they work on a commission basis.

An employee may be promoted to manager, plant supervisor or superintendent. The salary increases with service and training.

FARM STORE SALESMAN

Job Description

A farm store salesman sells farm and garden machinery, equipment, and supplies,such as small tractors, feeds, fertilizers, seeds, insecticides, and farm and garden implements. He performs the duties described under a salesman.

Besides making sales, the employee may be required to keep records, take inventory, stock shelves and warehouses, display products and be responsible for delivery of items. In smaller stores the salesman may be required to perform some or all janitorial services.

Job Qualifications

A high school education is essential. Courses in business education are quite helpful for job entry as a farm store salesman. A general knowledge of farm hardware, farm tools, farm chemicals, feeds and seeds, and other relatively simple farm supplies is necessary. Most firms require employees to have farm experience. However, this knowledge can be acquired through experience on the job. Beginning workers may benefit from training through vocational agriculture in high school. As in all sales work, the farm store salesman should like meeting people, possess a pleasing personality, be trustworthy, and responsible.

Prospects for Employment

Prospects for employment are generally good. Most towns and urban areas have from one to several such establishments.

Salaries and Promotions

Starting salaries range from $250 to $350 per month. Some jobs pay as much as $700 per month depending upon the size and the volume of business. The amount of responsibility of an employee determines the salary to a large extent.

A farm store salesman may be promoted to store manager, supervisor, or foreman in large supply houses. This is attainable provided the individual develops the abilities needed for such positions.

Additional Information

Most of the work of a farm store salesman is performed in heated, well lighted surroundings. Some jobs may be carried on outdoors. Because the place of business usually is small, working relations between employees are close.

FEED MIXER

Job Description

A feed mixer supervises the mixing of feeds according to prescribed formulas and special orders from customers.

1. Mixes field ingredients such as minerals, molasses, antibiotics, and grain to compose a balanced diet. This is done according to prescribed formulas.
2. Supervises the sacking and storage of the mixed feed.
3. Keeps a record of the amounts of different mixes on hand.
4. Supervises the loading of delivery trucks.

Job Qualifications

A high school education is desirable for this job. Training in vocational agriculture will be considered in lieu of feed mill experience, which is usually required as a prerequisite for employment.

Prospects for Employment

Feed mills are becoming more prominent in the areas of the state where poultry, dairying and other livestock enterprises are predominant. This is also true where farmers are becoming more informed concerning balanced animal rations.

Salaries and Promotions

Salaries for employees in this job title were found to range from $350 to $500 per month. This, of course, depends upon the size of the operation, and the responsibilities assigned by the employee.

FIELD TECHNICIAN

Job Description

A field technician is usually employed by farm supply stores, chemical companies and service organizations. He calls on farmers in an assigned territory and conducts educational discussions for the purpose of improving production and management methods. He is a specialist in the product sold by his firm. Using research results, he arranges demonstration plots and makes general recommendations concerning farming operations.

The field technician may be classified as an expert salesman. However, this job demands a great deal more training and experience than does the job of salesman.

Job Qualifications

An employee in this job title must be a high school graduate. Most employers require post high school training and in many cases college training. Much of the work is done outdoors, therefore, one must have a love for outdoor life to attain the greatest satisfaction for this job title.

Prospects for Employment

Research indicated that farm chemical supply stores, farm equipment stores and service companies employed workers in this classification. Growth trends show an upswing in opportunities to enter this area.

Salaries and Promotions

Salary ranges from $450 to $650 per month with other benefits. It is not uncommon to advance from field technician to manager.

Additional Information

Other job titles associated with this classification are: Field Man, Field Representative, Field Salesman, Public Relations Man, Technical Expert.

MANAGER

Job Description

A manager in the farm supplies and equipment family is in charge of the operation of establishments that furnish farmers the items needed for production. Managers perform the following tasks:

1. Renders advice to customers of manufacturing or marketing establishments.
2. Supplies information regarding handling, contents, and technical use of products.
3. Consults with department managers concerning problems of packaging, customer specifications, record keeping, purchasing and stocking, displaying, and competitive product information.
4. Assists sales personnel in promotional activities.
5. Submits reports on product consumption.
6. Investigates consumer complaints at source and attempts to remedy situation, exercising tact and knowledge of product.
7. Surveys potential markets and new uses of products.
8. Usually specializes in servicing customers of one product or a group of closely related products.

Job Qualifications

As pointed out in the description, this job title carries a great deal of responsibility. A company seldom places one in this position with less than a high school education, and in most cases some college training is a necessary requirement. However, it is not uncommon for several years of experience to substitute for formal education. A good personality and enthusiasm are also determinants for those being chosen for this position.

Prospects for Employment

Opportunity for employment in this job title is excellent. Every business surveyed had a manager, or someone under some other job title serving in this capacity.

Salaries and Promotions

A manager's salary ranges from $450 to over $700 per month depending on the size of the business, and the responsibilities involved.

Additional Information

Department manager's duties and responsibilities are similar to those of a general manager, except that they are restricted to their particular department. Their salaries are somewhat lower, but the possibility of advancement is good. Department managers are the most likely persons to take on the responsibilities of the general manager.

Note: Other job titles associated with managers are: Owner-manager, Operator-manager, Assistant Manager, President, Vice-president, and all department managers.

NUTRITIONIST (Animal)

Job Description

An employee in this job title is concerned with the following duties:

1. Determines the feed requirements for animals and develops the necessary rations for growth and production.
2. Diagnoses nutritional deficiencies and ailments in animals and recommends procedures to correct them.
3. Advises or formulates specific rations as a service for individual companies.
4. Checks the analysis of certain feeds to determine if they meet the minimum standards of the state.
5. Helps adult farmers in solving special problems.
6. Carries on public relations work for the company.

Job Qualifications

An employee must have a college degree in animal science or animal husbandry to hold a job of this type. Farm experience with livestock is needed. Training received through a good vocational agricultural program can be beneficial in gaining experience in livestock nutrition. Vocational agricultural training can aid the student when he enters college.

Prospects for Employment

Prospects for employment are fair provided that the individual can obtain college training. Most feed companies hire nutritionists to formulate their products.

Salaries and Promotions

The salary for a nutritionist is considered to be very good, usually above $700 per month. Promotions in the form of pay increases are most common, however, advancement to administrative positions within the company are very possible.

Additional Information

Employees in this job title are expected to meet with animal producers, discuss with them their problems, and offer suggestions for their solutions. A person should have a pleasing personality and be able to get along with people.

SEED ANALYST

Job Description

A seed analyst tests seed for germination, purity, and weed content. The job consists of planting a definite number of seed in boxes of pure soil and counting the number of seed that grow, thus calculating the germination percentage. An employee in this job classification inspects seed for chaff, bits of weed, and other debris. The information obtained must be recorded on the seed container.

Job Qualifications

A high school education is essential and college work may be desirable. Training received in vocational agriculture is helpful. Additional course work in the biological sciences would be valuable in acquainting the student with the laboratory equipment.

Prospect for Employment

Seed analysts are employed by the State Department of Agriculture and seed firms. The annual turnover is very small, therefore, prospects for employment are only fair.

Salaries and Promotions

Starting salaries are usually well above the minimum standards set up by the wage and hour law. Advancement in salaries comes from on-the-job training and service with the firm or agency.

Promotions are usually in the form of salary increases; however, if additional training is received other jobs might be attained.

Additional Information

For all practical purposes this work is performed indoors. There may be times when the analyst may have an opportunity to work in the field on specific situations.

SERVICEMAN

Job Description

A serviceman must have a thorough knowledge of the products and equipment sold by his company. He is responsible for installation, adjustments and repairs of equipment on the customer's premises. In some types of businesses he may double as a salesman. He is knowledgeable concerning the customer's equipment needs and advises him concerning mechanization needs to match his operation.

Job Qualifications

High school graduation is essential for an employee in this job title. Most of the firms employing a serviceman require that they have some post high school training. This should be in the particular area in which he will be working. Mechanical and technical training is also necessary.

If the service job is an outside job, as most of them are in this family, the employee will be expected to be in excellent physical health.

Prospects for Employment

There are many different firms or businesses in the family of Farm Supplies and Equipment that hire servicemen such as: farm tractor and equipment companies, milking machine companies, farm supply stores, etc. The demand for servicemen is good.

Salaries and Promotions

Salaries range from $200 to $500 per month depending on the type of firm, its size, the company's expectations of a serviceman. There is opportunity for promotions to service manager, salesman, or even to general manager depending upon one's ability and attitude.

Additional Information

It will be noted that this description is general and covers duties and responsibilities of all servicemen. Specific duties will be according to the products and equipment sold by the firm; for example, if one is employed as a serviceman in a farm equipment company, he will have duties and responsibilities different from one employed in a milking machine company. These differences are usually taught on the job by the firm.

SHIPPING CLERK

Job Description

Shipping clerks are employed in warehouses of manufacturing firms, wholesale houses and produce packing and shipping sheds.

An employee performs some or all of the following duties:

1. Supervises and coordinates the activities of workers engaged in the sorting, packing, and shipping merchandise. Keeps records of these shipments.
2. Determines the method of wrapping merchandise.
3. Assigns duties to workers who select, pack and crate goods. They also weigh, address, and attach postage to merchandise.
4. Supervises the loading of cars and trucks, and routes the materials.
5. Determines load limits according to standards of each state into which products are moved.
6. Verifies the accuracy, completeness and quality of the order and directs changes to meet its specifications.
7. Grades some agricultural products, especially those raw products purchased by the firm.
8. Identifies certain products as to name and classification, such as seed, feed, and fertilizer.
9. Performs the duties of a reviewing clerk, as well as those of shipping clerk.

Job Qualifications

A high school education is essential for job entry. A broad general background in agriculture is necessary. Vocational agricultural training and farm experience are favorable qualifications.

Prospects for Employment

Opportunity for employment as a shipping clerk is relatively good. Many farm-related businesses employ one or more shipping clerks.

Salaries and Promotions

Beginning salaries range from $250 to $350. Maximum salaries of $500 to $550 are possible in many firms and agencies. The possible beginning and maximum salary scales are usually in relation to the size and complexity of the business.

SMALL ENGINE MECHANIC (Small Engine Repairman)

Job Description

A small engine mechanic performs some or all of the following duties:

1. Repairs fractional-horsepower gasoline engines (two-cycle and four-cycle) for use in power boats, lawn mowers, brushsaws, chain saws, livestock sprayers, garden tractors, auxilliary engines and similar machines.
2. Locates the causes of trouble, using hand tools.
3. Dismantles engines and examines their parts for defects.
4. Replaces and repairs defective parts such as rings, bearings, carburetors, valves, and chains.
5. Places orders for defective or damaged parts.
6. Cleans and adjusts carburetors and magnetos.
7. Starts engines and tests the performance.
8. Acts as a salesman for small engines and equipment used by farmers.
9. Demonstrates certain engines and machines with small engines to prospective buyers.
10. Sells other supplies and merchandise in some instances.

Job Qualifications

A high school education is desirable in most cases, however, it is not required for all jobs. Post high school training at an approved technical school is very valuable in helping an individual attain employment in this job classification. Training in agricultural subjects and farm experience is needed for most jobs.

Prospects for Employment

Employment opportunities are excellent. Employment can be found in most towns and cities in the state. Many of these jobs exist in small businesses.

Salaries and Promotions

Salaries range from $250 to $450 per month. In large establishments promotions to foreman and manager positions are possible.

STORE SALESMAN (Hardware)

Job Description

A farm hardware and equipment store salesman works with a wide variety of items. These vary from store to store and community to community. He performs the following duties:

1. Sells all products, tools, etc. stocked by the hardware dealer.
2. Unpacks, stores, stocks shelves, takes inventory, and keeps records in addition to making retail sales.
3. Takes orders and makes sales by telephone or correspondence.
4. Determines parts needed for repair on small machines, such as lawnmowers and sprayers.
5. Orders parts, replaces worn or broken parts and makes small repairs.

Job Qualifications

An employee entering this job title must have graduated from high school. Because part of the work is clerical, business education courses would be most helpful. A general knowledge of agriculture is required.

Prospects for Employment

Prospects for employment in this job title are unlimited. Most of the work is indoors and working hours are generally regular, although some evening work may be required.

Salaries and Promotions

Salaries range from $50 to $125 per week depending on the experience and the amount of work expected by the employer.

In most cases, a promotion means taking on a few more responsibilities, while retaining the old ones, with an increase in compensation.

Additional Information

An employee in this job title should be neat in appearance, enjoy meeting people, and willing to accept responsibilities. He should be in good health, although some physical handicaps will not disqualify an otherwise suitable applicant.

SUPERINTENDENT

Job Description

There are many different types of superintendents, but basically their duties are very similar. A superintendent may hold any of the following titles:

1. Production Superintendent
2. Plant Superintendent
3. Maintenance Superintendent
4. Warehouse Superintendent
5. Superintendent-foreman
6. Shop Superintendent

Generally, a superintendent coordinates the firm's activities and directs the work of the entire operation. He may advise the management as to the procedures to use for efficient production. He may hire and discharge employees. He recommends plans for the development and expansion of the firm. A superintendent may prepare or be in charge of preparing the annual budget. He plans sales campaigns, promotions, and production quotas of certain products. A superintendent supervises and coordinates the activities of the workers. In essence, he performs the same duties as a foreman.

Job Qualifications

Superintendents are required to have a high school education and in many cases a college degree. For the most part, a superintendent should be an efficient and productive worker and specialize within his particular field. He must be capable of handling labor and labor management problems. A superintendent should possess a broad knowledge of agricultural subjects and have farm experience. Vocational agricultural training with courses in agricultural business and marketing is very beneficial.

Prospects for Employment

Prospects for employment are relatively good, provided the prerequisites of this job title have been attained. Most large firms and agencies have one or more superintendents in their operation. The prospects for high school graduates entering directly into a superintendent's title is most unlikely, since most firms require experience and on-the-job training prior to holding such a job. Some college graduates may enter this job title directly.

Salaries and Promotions

Salaries of superintendents vary according to the responsibilities and training required. Salaries are usually in excess of $600 per month. Promotions in the form of pay increases are the most common.

WAREHOUSEMAN

Job Description

The duties and responsibilities of a warehouseman vary with each industry, firm or business.

An employee entering this job title performs some or all of the following duties:

1. Transports merchandise or materials about the warehouse, usually between the loading platform and storage bins.
2. Stacks and stores merchandise or materials in bins or on shelves.
3. Loads and unloads trucks and/or freight cars.
4. Operates a freight elevator to transport freight or passengers to the storage departments of the warehouse.
5. Weighs and marks identifying information on articles.
6. Assembles equipment and acts as a serviceman in some industries.

Job Qualifications

Education may not be a significant determinant for job entry, especially when experience can be substituted. However, most employers indicated that a high school education was very desirable and necessary when experience could not be substituted. A general knowledge of agriculture was indicated as being highly desirable for employees in this particular job title. Employers also indicated that farm background and experience would be an asset to an applicant for this job.

Prospects for Employment

The majority of nonfarm agricultural businesses employ several warehousemen. Employment opportunities are plentiful.

Salaries and Promotions

Salaries range from $60 to over $100 per week depending on the duties and responsibilities of the particular employee.

Promotions are very good, as one may be advanced to warehouse foreman, warehouse superintendent, supervisor, shop foreman, assemblyman, salesman, or general manager.

Additional Information

Employees in this classification are found in almost all occupational families. Duties and responsibilities are basically the same, varying to some degree with the type of business and service rendered.

There are several other titles that fall into this job classification. They include: warehouseman, assemblymen, warehouse assistant, warehouse helpers, porters, assistant warehousemen and truck drivers, delivery men, yardmen, laborers, and sometimes servicemen. A close study of the duties and responsibilities of these job titles will indicate they are synonymous.

JOB TITLES

FARM SUPPLIES AND EQUIPMENT

1. Professional
    - Plant Breeder
    - Engineer
    - Horticulturist
    - Forester
    - Agronomist
    - Nutritionist
    - Pharmacist
    - Entomologist
2. Technical
    - Seed Analyser
    - Herdsman
    - Chemist
    - Lumber Grader
    - Pilot
    - Chief Designer Engineer
    - Mechanical Engineer
    - Gin Electrician
    - Field Technician
    - Ammoniator
3. Managerial
    - Manager
    - Store Manager
    - General Manager
    - Treasurer
    - Division Manager
    - Plumbing & Welding Dept. Mgr.
    - Asst. Parts Manager
    - Personnel Manager
    - Branch Manager
    - Manager Trim Dept.
    - President
    - Secretary-Treasurer
    - Production Manager
    - Plant Dept. Manager
    - Division Manager
    - Service Manager
    - Plant Manager
    - Manager-Owner
    - Grocery Manager
    - Asst. Manager
    - Department Manager
    - Sales Manager
    - Farm Store Manager
    - Parts Manager
    - Manager Farm Department
    - Office Manager
    - Produce Manager
    - Market Manager
    - Vice President
    - Treasurer
    - Traffic Manager
    - Shop Manager
    - Department Manager
    - District Manager
    - Horticulture Department Manager
    - General Manager, Co-Owner
    - Asst. Manager-Bookkeeper
    - Store Manager-Yard Foreman
    - Manager, Co-Owner-Clerk
    - Asst. Mgr., Co-Owner-Clerk
    - Office & Warehouse Manager
    - Owner Mgr.-Cotton Buyer
    - Co-Manager
    - Mill Manager
    - Poultry Operator Mgr.
    - Yard Manager
    - Asst. Yard Manager
    - President-Owner
    - Egg Plant Manager
    - Station Manager
    - Paint Dept. Manager
    - Credit Manager
    - Farm Advertising Manager
    - Owner-Operator
    - Manager Bookkeeper
    - Elevator Manager
    - President-Manager
    - L. P. Gas Sales Manager
    - Firm Manager
    - Owner-General Manager
    - Warehouse Manager

4. Supervisory
    - Fertilizer Superintendent
    - Mill Foreman
    - Dept. Supervisor
    - Foreman, Supt.
    - Warehouse Supervisor
    - Yard Supt.
    - Mill Supt.
    - Warehouse Supt.
    - Shop Foreman
    - Erection Foreman
    - Asst. Plant Supt.
    - Woods Foreman
    - Superintendent
    - Plant Supervisor
    - Seed-Dryer Supervisor
    - Yard Foreman
    - Foreman
    - Wrecking Foreman
    - Planner Foreman
    - General Foreman
    - Shop Superintendent
    - Warehouse Foreman
    - Gin Repair Foreman
    - Carpentry Foreman
    - Scale Crew Foreman
    - Station Supervisor
    - District Supervisor
    - Service Supervisor
    - Plant Foreman
    - Fertilizer & Lime Supt.
    - Feed, Seed & Garden Supt.
    - Tool Dept. Supt.
    - Plant Superintendent
    - Production Foreman
    - Working Foreman
    - Broiler Serviceman
    - Feed Room & Mixer Foreman
    - Asst. Foreman
    - Crew Leader

5. Sales
    - Salesman
    - Sales Clerk
    - Sales Lady
    - Sales Girls
    - Outside Salesman
    - Telephone Salesman
    - Farm Store Salesman
    - Purchasing Agent
    - Sales Correspondent
    - Inside Salesman
    - Buyer
    - Livestock Sales Consultant
    - Farm Pharmaceutical Buyer
    - Lumber Buyer
    - Agricultural Salesman
    - Counterman
    - Store Clerk
    - Sales Representative
    - Field Salesman & Service Man
    - Commission Agent
    - Clerk-Deliveryman
    - Contact Salesman
    - Secretary-Treasurer & Clerk
    - Gas Salesman
    - Road Salesman
    - Clerk Buyer
    - Nursery Clerk
    - Feed Buyer

6. Office
    - Bookkeeper
    - Chief Accountant
    - Shipping Clerk
    - Receiving Clerk
    - Secretary-Treasurer
    - Asst. Secretary
    - Secretary
    - Clerk
    - General Clerk
    - Accountant
    - Stock Clerk
    - Cashier
    - Office Clerk
    - Clerk-Secretary
    - Clerk-Bookkeeper
    - Receiving & Shipping Clerk
    - Asst. Bookkeeper

7. Skilled
    - Mechanic
    - Serviceman
    - Operator
    - Tire Recapman
    - Small Engine Mechanic
    - Saw Mechanic

Saddlemaker
Welder
Estimator
Home Improvement Consultant
Farm Service Man
Plant Operator
Mechanic Serviceman
Sheet Metal Mechanic
Butcher
Engine Mechanic (Gin)
Head Saw Cylinder Filer
Parts Man
Mixing Man
Lathe Operator
Miller
Machinist
Mix Operator
Fork Lift Operator
Packer Operator
Elevator Operator
Plumber (Farm)
Carburetor Mechanic
Pay Load Operator
Packing Line Operator
Feed Mixer

8. Semiskilled
Produce Man
Service Man
Maintenance Man
Asst. Seed Dryer
Semiskilled Producers
Repairman
Poultry Service Man
Truck Driver
Warehouseman
Assembly Man
Deluxer
Sheet Metal Mechanics Helper
Asst. Warehouseman & Truck Driver
Electricians Helper
Engine Mechanics Helper
Saw Shop Grewman
Carpenter Crewman
Scale Repair Crewman
Gin Repair Crewman
Butane Serviceman
Butane Transport Driver
Butane Delivery Man
Egg Grader
Fertilizer Plant Worker
Maintenance Service Man
Service & Repairman
Assistant Butcher
Millman
Production Helper
General Helper
Elevator Helper
Sack Hanger
Sewing Machine Operator
Feed Mixer
Utility Man

9. Unskilled
Porter
Yardman
Laborer
Warehouse Assistant
Truck Helper
Fence Erector
Insulation Man
Delivery Man
Driver's Helper
Plant Helper
Service Station Attendant
Stock Boy
Dock Workers

LIVESTOCK AND POULTRY

ANIMAL HUSBANDMAN

Job Description

The term animal husbandman applies to a worker engaged in the management of animals. He conducts research in selection, breeding, feeding, management and marketing of beef and dual-purpose cattle, horses, mules, sheep, hogs, goats, and pet animals; determines feed requirement of animals under varying conditions of work or production; develops improved practices in housing, sanitation, and parasite and disease control. He is responsible for controlling breeding practices to improve strains of animals. An animal husbandman may specialize in nutrient requirements of animals and,therefore, be designated as animal nutritionists. Some responsibilities are advising farmers and livestock owners of proper approved methods of feeding, housing, sanitation, disease and parasite control and other improved practices of animal science. He should be acquainted with livestock buying and marketing.

Job Qualifications

An agricultural college graduate with a livestock farm background is preferred. Training received through vocational agriculture could be helpful in gaining experience and training in animal husbandry. Vocational agricultural training can aid the student when he enters college.

Prospects for Employment

Prospects for employment are excellent for those with a B.S. Degree or higher. The United States Department of Agriculture, feed companies, farms and ranches, pharmaceutical supply companies, agricultural extension service, agricultural colleges and many other governmental agencies have a demand for individuals with training in animal husbandry.

Salaries and Promotions

Salaries for animal husbandmen are considered to be excellent. The salaries are usually from $500 to over $700 per month depending on experience and professional training. The chances of promotion are good, especially for those having a M.S. Degree or higher. Advancement to administrative positions within the company or agency is possible depending on years of tenure and educational qualifications.

Additional Information

This job title requires that a person be effective in public relations and understand agricultural problems. An animal husbandman is a person in an advisory role with livestock producers.

AUCTIONEER

Job Description

The job of the auctioneer is selling. He calls sales at livestock auctions, cattle sales, and farm sales. He appraises articles and livestock for starting bid or sets starting price and continues to ask for bids, talks continuously to stimulate the buying desire of the crowd, and closes the sale to the highest bidder. He may be self-employed, i.e., he works on commission or he may take a sale for a flat rate.

Job Qualifications

Auctioneers have no specific educational qualifications; however, high school training is considered essential, farm experience is valuable, and most of the auctioneers attend special schools. The National Auctioneers Association will provide a list of these special schools upon request. After completing auctioneer's school the beginning auctioneer usually works with a senior auctioneer for a short period of time.

Prospects for Employment

Present demand for auctioneers is good and occupational data indicate that this trend will continue.

Salaries and Promotions

It is difficult to determine the income of an auctioneer because his salary depends upon what and how much he sells. Surveys indicate that they receive from $50 to $100 per auction.

As the auctioneer gains experience, his services become more in demand and his fees tend to increase.

HATCHERY OPERATOR

Job Description

An employee in this job plans, directs, and coordinates the operation of a commercial poultry hatchery; arranges with farmers to supply eggs for the hatchery, and arranges with purchasing agents to sell hatched chicks; advises flock owners on feeding, artificial illumination for laying and breeding stock, and treating diseases. He interprets breeding, egg hatch ability, and other records or reports to flock owners; plans sales and advertising programs; contacts farmers and commercial growing establishments to obtain number and variety of chicks desired in order to schedule hatching.

Job Qualifications

An applicant for this job must have a high school education with emphasis in vocational agriculture. Work experience in a hatchery and under a competent operator is required. Some college education is desirable.

Prospects for Employment

Employment opportunities in this job title are limited to poultry producing areas; however, the demand for qualified operators is good. Experience gained in this job area is good background training for other related job titles.

Salaries and Promotions

Salaries for a hatchery operator range from $600 to over $700 per month depending on the volume of annual business. The possibility for promotion to manager is excellent.

LABORATORY TECHNICIAN

Job Description

In a livestock diagnostic laboratory, the laboratory technician performs all of the following: cleaning and sterilizing instruments and equipment, receiving and preparing livestock for diagnosis, conducting laboratory tests, taking care of large and small animals while on tests, disposing of animals after diagnosis, performing routine chores necessary to keep laboratory clean, and making reports.

In most situations the work is performed in a clean, well-ventilated laboratory and is not manual labor. In some situations the work is with diseased or dead animals and the worker is subjected to associated odors and sights which cannot be avoided. The work of a laboratory technician is performed within regular hours and employment usually is steady throughout the year.

Job Qualifications

A high school education is necessary and in most cases some college training is required. A good background in chemistry and the biological sciences is needed. General knowledge of animal science is desirable and knowledge of various laboratory techniques is necessary. A college degree is required for senior laboratory technicians.

Prospects for Employment

Prospects for employment as a laboratory technician in a diagnostic laboratory is limited. Some opportunities exist in commercial businesses, such as, animal clinics and private practices of veterinarians. Limited opportunity exists in state and federal diagnostic laboratories and in animal disease eradication and control programs.

Salaries and Promotions

The beginning salary of a laboratory technician for a commercial business or private veterinarian would vary according to the size of business and the work required of the technician. In state and federal programs civil service examinations are required. Beginning salary is $300 per month with a maximum of $750 per month.

LIVESTOCK AUCTION EMPLOYEE

Job Description

A livestock auction employee performs a number of duties related to the buying, selling, and management of livestock at an auction barn. His work on auction days is specifically related to the selling of livestock.

An auction employee loads, sorts, unloads, tags, and weighs animals; he moves animals from pen to pen and to the sale ring; he performs general duties around the barn, such as feeding and watering livestock, cleaning stables, etc. As he becomes a more responsible and experienced employee, he supervises other workers in the proper handling of animals, checks the health of animals, buys and hauls livestock, and takes care of records for the auction.

Job Qualifications

High school education with vocational agriculture training is desirable for applicants seeking employment in this job category. Preference will be accorded workers who have farm experience, especially that gained on a livestock farm.

Prospects for Employment

Many employment opportunities exist in this job title. Livestock auction barns are located throughout the state and employee turnover is high. There is also opportunity for part-time work on sale days.

Salaries and Promotions

Salaries are limited usually to the standards set by the wage-and-hour law. Experienced and capable employees receive more than the minimum wage. Promotions are in the form of pay increases. Advancement to ring master and auctioneer can be obtained with additional training at a suitable institution.

LIVESTOCK BRAND INSPECTOR

Job Description

This job is of a supervisory nature involving the workers engaged in carrying out the program of the Livestock Brand Commission.

Employees in this occupation are responsible for the assignment of employees of the Livestock Brand Commission to each auction barn and stockyard in the state. They make special investigations, train new employees, and assign and review the work of their inspectors. They are also responsible for enforcement of the rules and regulations of the Board.

Some of the more specific responsibilities of the inspector are:

1. Assign and review work of inspectors.
2. Make rounds of all livestock auction barns to insure proper coverage by some representative of the Commission.
3. Make weekly and monthly reports to the Commission on activities within an assigned district.
4. Check hides at slaughter houses for stolen cattle, patrol highways and roads, and stop and investigate suspicious trucks.
5. Make special investigations as directed by the Commission.
6. Promote the recording of brands, and assist in returning strays to legal owners.
7. Act as a law enforcement officer to enforce rules and regulations of the Brand Commission.

Job Qualifications

High school graduation plus five years experience in livestock identification, livestock production, branding, and marketing or other employment which would provide knowledge of branding and marketing are necessary requirements for this job title.

Prospects for Employment

Prospects for employment in this job title may be considered reasonably good. This job is under civil service.

Salaries and Promotions

Salaries in this position range from $340 to $440 per month. It is possible to move from this position to an administrative position in the Commission.

LIVESTOCK BUYER

Job Description

A livestock buyer purchases livestock at auctions, in stockyards, or from livestock producers for resale to butchers, slaughter houses, or packing companies. He may buy feeder or breeding stock for resale to farmers or ranchers. He may be an independent trader or may be employed by a slaughter house or packing company.

His work includes travel to farms, ranches, auctions, stockyards, or other sites, and bargaining for or bidding on animals of his choice. He may drive his own truck and pick up or deliver stock. In any case he will have to keep records of weights, registration papers, health certificates, and bills of sale. Some buyers have their own barns in which they keep livestock for short periods between purchases and sales. This involves the feeding and general care of the animals.

Job Qualifications

A high school education with emphasis on business education and vocational agriculture will serve as a good background if one wishes to enter this type of work. One will need business education to keep records, make out sales slips, register animals, and prepare reports. Vocational agriculture in high school will provide a good general knowledge of types of livestock and of feeding and general management practices. A livestock buyer must be a good judge of animals; therefore, one should take every opportunity to participate in livestock judging. In buying livestock, market trends, margin of profits, shrinkage, and other economic factors will be forcefully brought to the attention of the buyer. Work experience on a farm and part-time work at an auction, a stockyard, or with a buyer are definite assets to beginners.

Prospects for Employment

Employment in this job title is limited, especially in areas where livestock production is low. If an individual can develop the needed competencies in selection, classifying and grading animals, he can usually attain successful employment. Most workers in this job title are classified as self-employed.

Salaries and Promotions

Since most employees in this job title are self-employed, it is rather difficult to predict an accurate monthly salary. Compensation is usually commensurate with the volume of business an individual buyer can perform.

MILK PLANT EMPLOYEE

Job Description

A dairy plant employee helps to process incoming milk, operates and maintains dairy plant equipment manufacturing special dairy products and preparing them for wholesale or retail distribution. In so doing, he is required to perform the following: unload, empty, and wash milk cans; empty and wash tank trucks; weigh milk; route milk by pipes through the plant by operating valves on pumps; wash bottles, and clean and maintain plant equipment; and after acquiring experience he may pasteurize milk, bottle milk, and help manufacture cheese, butter, ice cream and other dairy products. He also packages and wraps these products for wholesale and retail sales.

Job Qualifications

A high school education is required for potential employees in this job title. Courses in science, mathematics and vocational agriculture are required in most cases. Farm experience on a dairy farm is desirable.

Prospects for Employment

Employment opportunities in this field are considered good. Milk processing plants usually employ a large work force. Turnover is large making this industry usually short staffed.

Salaries and Promotions

Salaries have a wide range depending on the job being performed. They may range from $65 per week for a laborer to as much as $150 to $200 per week for the more specialized jobs, such as department or plant manager.

Advancement in this occupation is from laborer to the more responsible positions of cheese, ice cream, or butter maker. In larger plants the position of foreman and supervisor may be attained.

Additional Information

A dairy plant employee must be neat and be able to pass a health examination.

POULTRY SERVICE MAN

Job Description

A poultry service man instructs and advises poultrymen in developing programs for disease prevention and control, for building and equipment maintenance, and for flock improvement. He inspects poultry houses for sanitation, ventilation, and adequacy of facilities, and suggests improvements that increase net output and minimizes losses. He recommends changes or additions in feed formulas to improve quality and quantity of meat and eggs. Other responsibilities are to suggest improved procedures for marketing of poultry and eggs and advise poultrymen on current market trends.

Job Qualifications

A high school education is necessary, and it is desirable to have an agricultural college education. It is necessary to have experience in poultry farming. Education and training provided by vocational agriculture will be beneficial for job entry.

Prospects for Employment

Prospect for employment is excellent, especially if the applicant has an agricultural college degree. Feed, egg and poultry companies have need for persons trained in this job title.

Salaries and Promotions

The salaries range from $400 to $600 per month. The possibility of promotion to manager or supervisor is good. This job title is considered one of the most important jobs to the success of a poultry operation.

RING MASTER

Job Description

A ring master is employed by livestock auctions and sales. In most cases he starts the bidding of animals as they enter the auction ring to be sold. Immediately upon the animal's arrival in the ring he gives a quick evaluation of the animal and offers a price on the basis of per pound or per head which the firm is willing to pay according to the current market value. He has to decide whether the animal will be sold by the pound or by the head, and in case of cows with calves determines if they will be sold together or separately in order that the producer can receive the highest possible returns.

Job Qualifications

Although a ring master has no specific educational qualifications, high school training is essential, farm experience is valuable and vocational agricultural training helpful. Post high school work in animal science is very desirable. An employee in this occupation must have training in selecting and grading livestock. Experience gained through participation in livestock judging is helpful in acquiring proficiency in selecting and grading. He must be able to estimate, to a fair degree of accuracy, the weight of an animal, especially when sales are made on per head basis.

Prospects for Employment

Employment in this occupation can usually be obtained providing the competencies required are attained. A person qualified in this type work can find employment in many areas of the industry. If he is capable of mastering the ring, he is also qualified for other job titles, such as livestock order buyers, or packer buyers.

Salaries and Promotions

Most ring masters are usually thought of as being self-employed, since many are owners, part-owners, or managers of the firms. The salaries are commensurate to the size and complexity of the business. Many work on a salary and commission.

PROCESSING EGG MANAGER

Job Description

Employees in this category supervise and direct the handling, packaging, and storage of eggs from producer to customer; advises farmers on feeding, handling, and sanitation of the flock and the effect of these on egg production and quality; arranges with farmers for a sufficient supply of eggs; keeps up-to-date records of incoming and outgoing eggs and supplies; and determines whether eggs offered for sale meet state and federal requirements, and whether they are accurately graded and classified. He is also responsible for recruiting, interviewing, employing and supervising new employees; managing all labor; and is in charge of buildings and equipment.

Job Qualifications

An agricultural college graduate with a farm background is preferred for this job title. The prospective employee should have experience in grading, candling, and selling of eggs. He should also have experience in the operation of automatic machinery involved in an up-to-date egg processing plant. The age limitation ranges from 25 to over 65 years of age.

Prospects for Employment

Prospect for employment is good in some areas of the state; but, the number of available positions are limited.

Salaries and Promotions

Salaries range from $400 to over $600 per month. Both salary and promotion depends to a large measure on the volume of business experience, duties, and responsibilities.

POULTRY PROCESSING PLANT EMPLOYEE
(Slaughter House, Locker Plant, and Packing Plant)

Job Description

An employee in this occupational category usually does several jobs associated with the slaughtering of livestock and poultry, and the cutting, grading, packaging, and storing of meat. His work may include displaying and selling the products.

His exact work will depend upon the type of business in which he is employed, whether it is a locker plant, a poultry processing plant, a slaughter house, or a combination of two or more of these. His duties may include handling live poultry and livestock as they enter the plant by truck; slaughtering the birds or livestock; removing hair, hide, or feathers; removing viscera and extraneous body parts; preparing carcasses for the cooler and storage; and other operations associated with butchering.

A follow-up phase of his work may be cutting, wrapping, freezing, packaging, and storing poultry and meat. It may include working in a retail outlet, preparing products for shipping, and loading meat into trucks or railroad cars. He may do some maintenance work on equipment and facilities.

Job Qualifications

No particular education is needed to work in this occupational category as a laborer. As a semi-skilled or skilled worker or for supervisory work, a high school education will prove an asset. In preparation for this type of work, a great deal can be learned about market types of livestock, slaughter of animals, cuts of meat, market value of different cuts, methods of packaging and sales procedures through vocational agricultural training.

Practical experience, such as obtained in part-time work with a butcher, a work experience program at a locker plant, or butchering on the home farm, will be valuable to a beginner.

An employee in this occupation should like working at jobs requiring skill and have dexterity in the use of his hands. He must be able to "take," the distasteful parts of his occupation, must be able to stand sudden temperature changes, and must be strong enough to spend long hours on his feet.

Prospects for Employment

Propsects for employment in this job cluster are very good. Hundreds of persons are employed in Louisiana by slaughter houses,meat packing plants, locker plants, supermarkets, poultry processing plants and similar businesses with skills described above.

Salaries and Promotions

A wide variation of salaries exist in this job title. It is important to note that much part-time work is available in this occupation. Most employees start with a salary between $250 and $300 per month, of course, many start above this salary and a few start below. Most of the employees starting below $250 are part-time workers. At the maximum level salaries soar upward to $600 to $650 per month. Workers with this job title can expect to advance to foremen, head butcher, plant superintendent, and manager in the larger firms and companies. Longevity and experience are requisites for promotions.

RAW MILK PICK-UP MAN

Job Description

A bulk-tank milk truck driver has many varied and important responsibilities other than being able to operate a tractor and trailer in many unusual and undesirable situations. He takes a sample of milk at each farm from which bacteria counts,sediment tests and butter fat tests are made; determines whether the tank of milk at the farm has any off-flavors or odors before he pumps it into his tank truck; measures the milk in the farm tank to determine the quantity received; keeps necessary records for the milk receiving plant and for the farmer. The raw milk pick-up man may have several routes and call at a particular farm every second on third day. His work is mostly outdoors and is performed in all kinds of weather throughout the year. Working hours are irregular depending on the length of the route and when the milk must be in the receiving plant.

Job Qualifications

There seems to be no particular educational requirement for a raw milk pick-up man; however, a high school education is highly desirable. Courses in vocational agriculture will be of value. Work experience on a dairy farm will assist the worker in understanding management problems. Before entering this occupation work experience will probably be required to learn to operate the equipment, measure milk, and take samples.

Prospects for Employment

A bulk-tank truck driver usually begins by taking over the route from someone else. Such opportunities may be presented by a group of farmers, a former driver, or by a manager of a receiving plant. In some cases proprietors of several routes and trucks may be interested in employing extra help.

Salaries and Promotions

Raw milk pick-up men usually buy their own tractors and trailers and haul the milk for a fee to the farmer, usually from 25 to 40 cents per one hundred pounds plus some compensation from the receiving plant. The salary then varies depending on the amount of milk hauled and the distance.

JOB TITLES

LIVESTOCK AND POULTRY

1. Professional
   - Bacteriologist
   - Hog Specialist
2. Technical
   - Field Man
   - Inspector Grader
   - Swine Expert
   - Lab. Technician
   - Lab. Sample Checker
   - Herdsman
   - Cattle Buyer
   - U.S.D.A. Inspector
   - Auctioneer
   - Plant Engineer
   - Ringman
   - D.H.I.A. Tester
3. Managerial
   - Plant Manager
   - President
   - Manager
   - Asst. Manager
   - Egg Dept. Manager
   - Killing Floor Manager
   - Owner Manager
   - Beef Manager
   - Asst. General Manager
   - Retail Sales Manager
   - Branch Manager
   - Treasurer
   - Procurement Manager
   - Asst. Plant Manager
   - Milk Production Manager
   - Sales Manager
   - Vice President
   - Office Manager
   - General Manager
   - Southern Zone Manager
   - Asst. Office Manager
   - Egg Room Manager
   - Dairy & Poultry Manager
   - Personnel Manager
   - Wholesale Manager
   - Merchandise Manager
   - Secretary-Treasurer
   - Production Manager
   - Farm Manager
   - Marketing Manager
   - Produce Manager
   - Market Manager
   - Asst. Market Manager
   - Frozen Food Manager
   - Route Manager
   - Grocery Manager
   - Store Manager
   - Owner-Operator
   - Manager-Bookkeeper
   - Hatchery Manager
   - Feed Mill Manager
   - President-Manager
   - Field Manager
   - Processor & Sales Manager
   - Owner Livestock Buyer
   - Yard Manager
   - Asst. Manager & Salesman
   - Stock Manager
   - Farm Flock Manager
   - Co. Owner-Manager
   - Office Manager-Bookkeeper
   - Manager & Cattle Buyer
   - Assistant Yard Manager
   - Owner-Butcher
4. Supervisory
   - General Plant Superintendent
   - Plant Supervisor
   - Supervisor
   - Sales Supervisor
   - Milk Plant Supt.
   - Sausage Superintendent
   - Milk Supervisor
   - Ice Cream Superintendent
   - Poultry Supervisor
   - Curing Foreman
   - Meat Curing Supervisor
   - Asst. Ice Cream Supt.

Dairy Manufacturing Supt.
Shipping Foreman
Plant Foreman
General Supervisor
Foreman
Shift Supervisor
Processing Foreman
Quality Control Supervisor
Sales Supervisor
Prod. Control Supervisor
Dairy & Poultry Supt.
Plant Supt.
Wholesale Supt.
Asst. Plant Supt.
Supervisor
Department Supervisor
Plant Production Supt.
Manufacturing Supervisor
Route Supervisor
Ice Cream Plant Supt.
Milk Supt.
Asst. Milk Supt.
Superintendent
Dock Foreman
Storeroom Supt.
Sausage Foreman
Meat Supt.
Retail Supt.
Sales Supt.
Asst. to Sales Supt.
Asst. Supervisor
Yard Foreman
Farm Supervisor
Hatchery Foreman
Pullet Program Foreman
Plant Maint. Supt.
Raw Products Receiver
Asst. Shipping Supt.
Plant Superintendent
Mill Foreman

5. Sales

Salesman
Route Salesman
Purchasing Agent
Sales Lady
Beef, Lamb & Veal Salesman
Dairy & Poultry Salesman
Sales Clerk
Livestock Buyer
Merchandising Man
Routeman
Buyer
Sales Engineer
Outside Salesman
Precision Cut Salesman
Full Line Salesman
Merchandiser
Cattle Buyer
Hotel, Restaurant & Inst. Salesman
Produce Clerk
Market Clerk
Wholesale Routeman
Baby Chick Salesman
Hide & Wool Buyer
Feed Salesman

6. Office

Bookkeeper
Shipping Clerk
Office Worker
Ticket Writer
Secretary
Auditor
Receiving Clerk
Clerical Help
Cashier
Clerical Clerk
Clerk
Weightmaster
Stock Clerk
Accountant
Scale Man
Stenographer-Clerk
Weightmaster-Ticket Writer
Bookkeeper-Clerk
Check Writer

7. Skilled

Meat Cutter
Asst. Herdsman
Rendering Operator
Meat Boner
Processor
Smoker
Auctioneer
Cheese Maker

Livestock Handler
Processor (Beef)
Stockman
Carpenter
Ice Cream Maker
Asst. Operator
Milk Tester
Butcher
Pasteurizer Operator
Steak Cutter
Bone Cutter
Grader Packer
Slaughter-Butcher
Disease Control Man
Creamery Worker
Butcher-Meat Cutter
Processor (Dairy)
Electrician
Short Time Operator
Raw Milk Pickup Man
Milk Purification Operator
Sausage Maker

8. Semiskilled

Maintenance Man
Milker
Cooler Man
Warehouseman
Plant Worker
Ring Man
Sausage Maker
Butcher's Helper
Poultry Processors
Curer
Slaughterer
Processor
Yardman
Slaughterer, Packer & Peeler
Truck Driver
Order Packer
Grader
Candler & Grader
Weight Master
Sales Driver
Load-Out-Man
Egg Candler
Service Man
Mixer Man
Laborer
Groundsman
Delivery Man
Produce Helper
Meat Wrapper
Packer (Dairy)
Stock Man
Egg Room Operator
Farm Operator
Trimmer
Hatching Egg Handler
Routeman's Helper
Cattle Herder
Egg Packer
Sorter & Checker
Egg Processor
Weight Man

CROPS, FORESTRY AND SOIL CONSERVATION

BUYER (ALL CROPS)

Job Description

An agricultural products buyer is sometimes referred to as a broker, purchasing agent, purchasing manager or firm representative. They purchase agricultural commodities from farmers and farmer representatives for resale or processing. Buyers must be able to grade and determine fair value for products in bulk. Specific agricultural competencies needed would be determined by the particular commodity worked with. Buyers usually work with a particular crop; cotton, grain, produce, seed, sweet potatoes, rice and sugar cane.

Job Qualifications

High school graduates with a farm background are preferred. Specialized training in classifying and grading of agricultural commodities is required. Training in vocational agriculture and business education assists in meeting job requirements.

Prospects for Employment

Prospects for employment in this job title are limited to the area of production of the specific agricultural product, and in some cases, to the harvest season. Some buyers are also employed by firms or companies for processing, resale, or sale of finished products.

Salaries and Promotions

Most buyers work on a commission basis, some depend on the profits from the resale of product bought. Thus, their salaries are regulated according to seasons and their ability to appraise produce for resale. Cash salaries earned by buyers range from $350 per month upwards.

Additional Information

It is important for buyers to develop good working relations with their suppliers. Such relations can result in saving on purchases, or result in being the preferred buyer. The buyer should understand producers' problems.

FOREST FIREMAN (I, II, and III)

Job Description

Workers in this job title are responsible for fighting and controlling fires on public and state-owned lands. Duties of the forest fireman are:

1. Remains on alert at a forestry commission station to answer calls to fires.
2. Uses fire fighting hand tools to extinguish or control fires.
3. Assist in the construction and maintenance of telephone lines, simple buildings and other structures.
4. As he advances from Fireman I to II, he is required to read maps, look for fires and operate a two-way radio or telephone, and assist in making out fire reports.

5. When he moves to Fireman III, he is expected to be able to perform the duties of Fireman I and II plus:
   a. Supervise a fire fighting crew.
   b. Operate a truck that transports tractor and operate the tractor.
   c. Perform relief duties for forest towerman when required.
   d. Provide training and forestry information for subordinate firemen and for the benefit of the public.
   e. Supervise maintenance of all the fire fighting hand tools and equipment of his crew.
   f. Assist in investigations for evidence to determine the causes of fires.

The exact nature of the job will depend upon the classification of the forest fireman. These jobs are found in private companies as well as government agencies.

Job Qualifications

A high school education is desirable for entry into the job of forest fireman. The applicant must demonstrate the physical ability to fight fires and perform heavy labor.

As advancement in grade is made or application is filed for the upper grades of forest fireman the following additional training and experience is necessary:

1. Six months experience as a fireman, forest fireman, forest towerman, a member of the crew of a logging operation and experience in operation of construction or earthmoving equipment or farming.
2. Forestry training received in vocational agriculture in high school is very helpful
3. Prior training in forestry or participation in a training program provided by the company or agency is necessary previous to job assignment.

Prospects for Employment

Employment opportunities in this occupation are excellent, especially in the timber producing areas of the state.

Salaries and Promotions

Starting salaries are: $200 for Forest Fireman I, $225 for Forest Fireman II, and $240 for Forest Fireman III. Maximum salaries of $300 to $350 for Forest Fireman III are attainable. Promotions from Forest Fireman I to Forest Fireman III are usually made as the employee receives on-the-job training and service time. Pay advances for service time are usually automatic within the grade.

Additional Information

An employee in this job title should be able to obtain a current chauffeur's license at the time of appointment.

FOREST RANGER I, II, AND III

Job Description

Some of the tasks performed by forest rangers are as follows:

1. Direct all forest fire control activities of a parish with a limited number of fire crews and forest towermen;
2. Make personal contacts with parish residents, schools, organizations, newspapers and radio stations to obtain cooperation and assistance in forest conservation and fire prevention activities;
3. Make regular inspections of forest towers, fire crew equipment and tools and assists in training personnel;
4. Prepare reports of education and information activities and of inspections made and reviews reports of subordinate firemen; and
5. Investigate the cause of forest fires and reports findings, maintains property records, directly supervises minor maintenance and construction projects, and organizes and trains volunteer emergency fire fighting crews.

Job Qualifications

The ability to prepare and follow written instructions plus three years of experience in fire prevention or fire suppression activities, forest conservation, or experience as a woods foreman, timber scaler, buyer or estimator, logger or related work, are qualifications required for job entry as a Forest Ranger I.

High school graduation may be substituted for one year of the required general experience.

Thirty semester hours of college training in any field may be substituted for a maximum of one additional year of the required general experience.

College training with a major in forestry or civil engineering may be substituted for all of the required experience on the basis of 30 semester hours for each year of experience.

A civil service examination is a requirement for job entry as a forest ranger.

Prospects for Employment

Employment in this job title is usually with the Louisiana Forestry Commission or the U. S. Forest Service. Research indicates that turnover percentage is high; therefore, several openings occur each year. Private companies are also employing workers with a forest ranger classification.

Salaries and Promotion

The beginning salary for a Forest Ranger I is $275 per month and the maximum monthly salary is $350 per month. A Forester II receives $305 per month as a beginning salary and attains a maximum salary of $380 per month. A Forester III salary ranges from $400 to $500 per month with the $500 as a maximum. The forest ranger may be promoted from the rank of Forest Ranger I to Forest Ranger III if he merits the promotion.

FORESTER I, II, III, IV AND V

Job Description

Forester I is a professional forestry occupation at the beginning level. A wide variety of duties in connection with the management and protection of forest areas are performed. All work is closely supervised and is received in the form of detailed projects or assignments. The forester may be responsible for a forestry unit. No supervisory level work is exercised in these positions,and detailed directions on all assignments are received from a Forester II or III.

Employees with the rank of Forester II lay out, assign, and review the work of subordinate foresters, forest rangers, forest firemen and maintenance workers. General directions and instructions are received from the District Forester,who reviews the completed tasks in the form of results accomplished.

The work of this class differs from the Forester I by the presence of responsible professional work at the supervisory level and serving as assistant to a District Forester.

Forester III work is at the supervisory and administrative level. The title of District Forester is usually held by these workers.

The duties of Forester IV include important supervisory and administrative work in the direction of a major phase of the state-wide forestry program. The duties are often technical in nature, not only requiring the application of techniques which are well standardized, but in addition demanding continuous study and experimentation to develop new techniques. Supervision is exercised over all employees in the forestry department of which the employee is Assistant Chief. General directions are received from a Division Chief.

The work of Forester V differs from that of Forester IV by the presence of responsibilities for serving as a Division Chief rather than an assistant to a Division Chief.

Job Qualifications

Qualification for employment as a Forester I is graduation from a recognized college or university with major work in forestry. The other forester ranks have the same requirement as Forester I with additional general experience or supervisory experience. A Master's Degree in forestry may be substituted for up to two years of general experience in advancing from one rank to another.

Prospects for Employment

Large areas of Louisiana are heavy producers of timber, making the above described job title in heavy demand. Employment sources are the state government, federal government and private companies.

Salary and Promotion

The beginning salary of a Forester I is $440 per month with a maximum of $540. The beginning and maximum salaries for Foresters II, III, IV and V are respectively as follows: $500-$600, $575-$700, $630-$780 and $730-$880 per month. In addition to salary increments within a given class there are also supervisory promotions,such as district forester, assistant district forester, unit forester, area forest superintendent, district forest superintendent, assistant state forester and state forester.

2

Additional Information

A civil service examination is a requirement for job entry as a forester with the state or federal government.

Many job opportunities exist with private business firms for graduates in forestry. Chemical companies, lumber companies, paper mills, oil companies, individuals with ownership of private timber land, plywood companies, etc. are examples other than the state and federal government who hire foresters on a straight salary, commission or consultant basis.

FORESTER-CHEMIST

Job Description

Employees in this job title are responsible for management of forest lands and the operation of laboratories for chemical wood treating plants. He would be expected to perform the duties of a graduate forester, plus responsibility for the determination of chemical methods of preserving poles, lumber and wood products.

Job Qualifications

A baccalaureate degree in forestry is mandatory for job entry. Additional work in college or specialized job training is required before beginning this type of work. Employers usually insist that applicants have several years experience as a forester before promotion into this classification.

Prospects for Employment

Surveys of forestry related firms indicated only that there are a small number of workers in this job title. Percentage of increase was listed as small.

Salaries and Promotions

Salaries for forest-chemist range from $700 per month upward. The possibility for promotions to a position of management is excellent.

FORESTRY AID

Job Description

An employee in this job works as a member of a crew to inventory, protect, and reforest timber lands performing any combination of the following duties:

1. Observes, measures, and records forest data, such as tree species, volume of marketable timber, topographical features, and tree seedling mortality.
2. Measures and maps such areas as burns, cut-over areas, experimental plots, and timber sales sections, using staff compass and chain.
3. Compiles data from recording or measuring instruments, such as rain gauge, thermometer, steam flow recorder, and soil moisture gauge.

4. Assists the foresters in fulfilling logging contracts, estimating timber, and fire prevention.

Forestry aid is the job title used interchangeably with forester technician.

Job Qualifications

The applicant must be eighteen years of age and a high school graduate. Experience in logging, farming, and other jobs connected with the timber industry is usually required.

Most forester aids are employed by the government agencies and are under civil service.

Prospects for Employment

Prospects for employment in this job title are excellent. Many major timber and land companies have shown an interest in the employment of young men to assist the graduate forester. The U. S. Forestry Service and the State Forestry Commission have openings in this job area.

Salaries and Promotions

Salaries for forester aids range from $300 to $650 per month. The possibility for promotion is good. The usual lines of advancement are to a foreman or supervisory position.

ENGINEERING AID

Job Description

An engineering aid is a worker who performs duties in direct support of engineers utilizing theoretical knowledge of engineering, mathematical or draft design principles. These jobs are found primarily in governmental agencies in Louisiana. It is the duty of the aid to assist a graduate engineer as he may direct.

Job Qualifications

High school graduates with a farm background are preferred. Applicants must be at least eighteen years of age. The primary source of employment is the United States Forestry Service; therefore, a civil service examination is required. Farm experience and work experience with a professional civil engineer are helpful prior to employment as an engineering aid.

Prospects for Employment

Prospects for employment in this job title are limited. These jobs are usually found with the United States Forest Service and other government agencies allied to agriculture.

Salaries and Promotions

Salaries for engineering aid range from $200 to $450 per month. The possibility for promotion is fair.

GIN WORKERS

Job Description

Gin workers operate various types of power machinery in a cotton gin to separate lint from seed, hulls and waste material and to compress cotton into bales. Duties vary from the management, operation, adjustment, maintenance and repair of machinery to bagging and tying cotton bales.

Job Qualifications

Employers do not list specific educational requirements; however, for most employees a high school education is required. Farm experience and vocational agricultural training are not required but are factors affecting employment. Cotton gin experience is required for most of the jobs under this job title. Mechanical training is a requirement for some of the jobs.

Prospects for Employment

Employment in this occupation is limited to the cotton harvest season, with most gins running two or three crews during peak periods. The ginner and one crew usually start several weeks before actual ginning season to make sure the gin is in top working condition.

Salaries and Promotions

Salaries for ginners and gin stand operators range from $450 to $550 per month, pressmen about $350 with the remainder of the crew ranging down to $150 per month.

Additional Information

Job titles included in this description are: Cotton Ginner, Gin Operator, Gin Stand Man, Gin Stand Operator, Press Operator, Gin Worker, and Section Hand.

MANAGER

Job Description

The success of a business enterprise depends on the ability of the manager more than any other single factor. These workers set company goals, coordinate firm activities and make the major decisions which establish the business policies. In small firms the manager carries through the plans he develops, taking direct charge of the work done in connection with financial reports, employee benefits, personnel replacement and other activities. In larger firms many of these activities would be the responsibility of a department head.

Job Qualifications

Most employers in hiring managers prefer college graduates with a broad knowledge of agricultural subjects. However, many managers rise through the ranks and have no college training. In the majority of the cases it is required that the manager have experience in every department of the business. The ability to work well with people is a definite requirement.

Prospects for Employment

Generally speaking,the employment opportunities in the managerial level is limited only by the workers ability, enthusiasm, and personality. Many young people are attracted to business and the managerial field,and those seeking entry will face stiff competition; however,good opportunities will continue to increase for those who are well qualified by background and aptitude.

Salaries and Promotions

Salaries are usually according to the size of the business and managerial positions. Beginning managers usually average $700 per month with substantial gains with experience and tenure. In large firms promotions are many and usually rapid.

PRACTICAL FORESTER

Job Description

An employee holding this job title selects and marks timber for cutting according to reforestration policies and size of timber; travels through the forest ahead of the cutting crew, using marking guides and board-feet volume tables in selecting trees to harvest. He paints a mark on the selected trees with a hand pressure gun. He may blaze (mark) trees with an ax to outline trails or cutting boundaries. He cruises(surveys) forest land to obtain estimates of timber. From his estimate he may purchase or recommend a purchase price. Many practical foresters supervise management of timberland.

Job Qualifications

High school education with emphasis in vocational agriculture is desirable for applicants of jobs in this area. Experience under the supervision of a graduate forester is required.

Prospects for Employment

Prospects for employment in this job are excellent. Many of the independent wood contractors as well as timber companies are in need of practical foresters.

Salaries and Promotions

The salaries range from $350 to $500 per month. Promotion to foreman is a possibility for those who qualify.

Additional Information

Good physical health is a necessary requirement for this type of work.

PRODUCE MANAGER

Job Description

A produce manager is responsible for buying, grading, displaying and storing produce in a food store or produce wholesale firm. He also hires and trains personnel, plans advertising and keeps the sales records of his department.

Job Qualifications

A high school education with emphasis in business education and agriculture is a requirement for job entry. He must be familiar with the various grades and varieties of produce handled by the firm. Farm experience on a vegetable farm is desirable.

Prospects for Employment

Possibilities for employment in this job title are considered good at the present time. An increase in demand for persons qualified to manage produce departments is expected during the next decade.

Salaries and Promotions

Salaries for produce managers usually range from $400 to $600 per month. Promotions are usually in terms of salary increases or to general manager of the business.

RICE OR GRAIN DRIER OPERATOR

Job Description

A grain or rice drier operator is in charge of drying machines that reduce the moisture content of rice and other grain. He receives and records data concerning moisture content of grain, processes green grain and rice for storage or shipment, regulates drier temperature to meet specific drying conditions, and tests grain and rice to insure moisture content standards. Some drier operators are in charge of shipping and in some cases a work crew.

The exact job title is determined by the type of grain handled.

Job Qualifications

A high school education is a requirement for this job title and in the majority of the cases post high school technical training is needed. As a usual rule employees attain the position of rice or grain drier operator after serving in other capacities in the mill. On-the-job training and industry schools are requirements for advancement to drier operator.

Prospects for Employment

Employment prospects are excellent. Grain drying is expanding in Louisiana as acreage devoted to soybean production increases.

Salaries and Promotions

Beginning salaries range from $250 to $350 per month. Maximum salaries of $550 to $600 per month are attainable. Promotion to rice mill foreman and manager are probable.

SALESMAN

Job Description

The success of any retail business depends to a great extent on its sales people. Courteous service from behind the counter and on the sales floor is the best way to build a reputation.

The sales workers primary job is to create an interest in the merchandise the store has to offer. The sales person may answer questions about the construction of merchandise, demonstrate its use, explain operation and maintenance procedures and assist the customer in making a selection. In some stores or service establishments specialized knowledge or skills may be required.

In addition to sales duties, salesmen must make out sales or charge slips, receive cash payment and give change and receipts. In most cases the salesman is required to keep his sales area neat, plan, arrange and display merchandise, stack shelves and take inventory.

Job Qualifications

Generally, high school graduates are preferred for sales jobs. High school subjects, such as salesmanship, business arithmetic, and vocational agriculture, give the student a good background for selling positions. Some high schools have distributive education programs, which include courses in merchandising, principles of retailing and retail selling and at the same time provide an opportunity for the students to gain practical work experience under supervision in cooperating stores by working part time. This selling experience is helpful in obtaining full-time employment.

Characteristics preferred by prospective employers are a pleasing personality, an interest in sales work, a neat appearance and the ability to communicate.

Prospects for Employment

Sales jobs are found in practically every community in all parts of the state. Turnover is rapid and promotions from the ranks are regular. Primarily, the best selling jobs in nonfarm agriculture are found in the metropolitan centers.

Salaries and Promotions

Experienced sales workers often earn more than $2.00 per hour. Many are paid on straight salary -- some also receive commissions. Earnings are higher in jobs which require special skill in dealing with customers, or technical knowledge of goods to be sold.

Promotions may be frequent for those with technical training and managerial ability.

TIMBER BUYER

Job Description

An employee in this job estimates timber in the bulk, purchases timber for poles, lumber, pulpwood, plywood and other timber by-products; marks timber and marks boundary lines. He contacts land-owners and producers, arranges to buy timber, cruises timber acreages and prepares bids. He should possess a good skill in grading and classifying trees. A timber buyer may double as a foreman or manager. He should be familiar with legal timber documents and also must be a good public relations man.

Job Qualifications

The applicant must be at least 25 years of age and have had several years of practical experience in timber cutting and marketing. At least a high school education is required and several years of practical experience in forest and wood yards. Timber buyers are often referred to as non-professional foresters.

Prospects for Employment

Prospects for employment in this job title are excellent. Many major land and timber companies have workers with these qualifications in their employ. Timber contractors and sub-contractors also have need for timber buyers.

Salaries and Promotions

Salaries for this job title range from $350 to over $700 per month depending upon the individual's ability and experience. The possibility for promotion to management is excellent.

WOODS FOREMAN

Job Description

Most woods foremen learn their skills on-the-job. A number of years of practical forestry experience is necessary. Employers prefer that their foreman have a high school education and consider a farm background desirable.

A woods foreman may perform some or all of the following specific duties:

1. Interpret and enforce company policies and regulations.
2. Recommend measures to improve production methods, equipment performance and product quality.
3. Analyze and assist subordinate employees with work problems.
4. Initiate or suggest plans to motivate workers to achieve work goals.
5. Recommend personnel actions, such as promotions, transfers, discharges and disciplinary measures.
6. Train new employees.
7. Maintain time and production records.
8. Set up machines and equipment.
9. Act as consultant in timber marketing problems.
10. Estimate board feet of timber, scale logs, and supervise tree farm management.

Job Qualifications

A high school graduate with a farm background is preferred. The applicant should be twenty-five years of age. It is necessary to have five years of practical forestry experience in cutting and transporting timber. He should be familiar with land lines and be a good public relations man in solving land boundary problems. Experience under the supervision of a graduate forester is highly desirable.

It is also highly desirable that this person have experience in supervising men and a working experience in farm machinery.

Prospects for Employment

Prospects for employment are excellent for those with knowledgeable skills in raw wood products. Forestry companies find a shortage of persons trained in this job title.

Salaries and Promotions

Salaries for a woods foreman range from $350 to over $600 per month depending on profits and size of operation. The woods foreman is considered the key individual in the success of a logging or pulpwood operation. Advancement in pay or promotion depends on the success of the woods operation.

JOB TITLES

CROPS, FORESTRY AND SOIL CONSERVATION

1. Professional
    - State Forester
    - Forester V
    - Forester III
    - Forester I
    - Water Management Researcher
    - Biochemist
    - Director of Research
    - Service Forester
    - Range Researcher
    - Asst. Engineer
    - Asst. Forester
    - Dept. Information Rep.
    - Federal Inspector
    - District Forest Supt.
    - District Ranger
    - Research Forester
    - Soil Scientist
    - Entomologist
    - Plant Physiologist
    - Asst. State Forester
    - Forester IV
    - Timber Management Researcher
    - Wildlife Researcher
    - Agronomist
    - Public Relations
    - Forester II
    - Engineer
    - Chemist
    - Work Unit Conservationist
    - Tropical Research Director
    - Area Forest Supt.
    - Unit Forester
    - Agri-Commodity Supervisor
    - Range Conservationist
    - Asst. District Forester
    - District Forester
    - Forester
    - Chief Forester
    - Area Forester
    - Forest Specialist
    - Agricultural Engineer
2. Technical
    - Electrician
    - Investigator III
    - Car Inspector
    - Asst. Engineer
    - Forest Technician
    - Forest Ranger
    - Candlers
    - Inspector
    - Radio Technician
    - Technical Expert
    - Investigator II
    - Engineer
    - Chemist
    - Treating Technician
    - Graders
    - Tree Surgeon
    - Enforcement Agent
    - Lumber Inspector
    - Farm Planner
    - Quality Control Man
    - Engineers Aid
    - Cotton Mkt. Spec. Fieldman
    - Cotton Classer
    - Cane Inspector
    - Practical Forester
    - Forestry Aid
    - Chief Engineer
    - Surveyor
    - Plant Engineer
3. Managerial
    - Manager Agriculture Dept.
    - General Sugar Mill Manager
    - Assistant Manager
    - Elevator Manager
    - Secretary-Treasurer
    - General Manager-Cotton Buyer
    - Owner Manager
    - President-Co-Owner
    - Market Coordinator
    - President, General Manager

President
Business Manager
Field Manager
Production Manager
Gin Manager
Egg Farm Manager
Meat Manager
Forestry Manager
Land Manager
Transportation Manager
Truck Manager
General Field Manager
Manager
Traffic Manager
Executive Vice President
Office Manager
Vice President
Store Manager
General Manager
Plant Manager
Poultry Manager
Sales Manager
Produce Manager
Market Manager
Export Manager
Banana Department Manager
Egg Room Manager
Sec., Treas., Gen. Mgr. & Cotton Buyer
Asst. Manager-Bookkeeper
Assistant Market Manager
Secretary-Treasurer & Manager
Assistant Produce Manager
Planner Mill Manager
Assistant Store Manager
Co-Manager & Co-Owner
Manager Salesman
Manager Operator
Vice President Land Manager
Insurance Manager
Warehouse Manager
Feed Mill Manager
Grain Storage Manager
Trucks Manager
Fertilizer Manager
Assistant Office Manager
Manager President
Assistant Sales Manager
Owner
President Manager
Vice President-Assistant Manager
Vice President-General Manager
Secretary-Treasurer & Office Manager
Canal Manager
Drier Manager
Comptroller
Office Manager & Cotton Buyer
Territorial Manager

4. Supervisory

Foreman
Foreman III
Fabrication Superintendent
Assistant Superintendent
Erection Foreman
Superintendent Oil Mill
Plant Supervisor
Quality Control Supt.
Wood Marketing Foreman
Warehouse Foreman
Tree Surgeon Foreman
Head Forestry Dept.
Supervisor Warehouse
Tree Nursery Supt. I
Wood Yard Foreman
Mill Superintendent
Maintenance
General Supt. of Mills
Yard Foreman
Foreman II
Supervisor
General Shipping Supervisor
Plant Foreman
Farm Superintendent
Wood Procurement Superintendent
Warehouse Superintendent
Foreman Lint Room
Herdsman Foreman
Field Overseer
Supervisor Transportation
Tree Nursery Supt. II
Gin Superintendent
Plant Superintendent
Repair Shop Foreman
Elevation Supt.
Logging Foreman
Compress Superintendebt
Compress Asst. Supt. & Press Foreman
Compress Labor Foreman
Woods Foreman
Mill Foreman
Planer Mill Foreman

Superintendent
Asst. Shed Foreman
Production Plant Supt.
Factory Superintendent
Shed Supervisor
Assistant Shed Supervisor
Creosote Plant Superintendent
Asst.Creosote Plant Supt.
Field Foreman
Asst. Woods Foreman & Truck Driver
Const. & Maint. Supt.
General Foreman of Roads & Grounds
Cross Tie Superintendent
Pulpwood Superintendent
Shed Foreman
Green End Foreman
Logging Superintendent
Department Superintendent
Millwright Foreman
Log Contractor
Shop Foreman
Production Foreman
Production Supervisor
Line Supervisor
Dry Kiln Foreman
Shipping Foreman

5. Sales

Salesman
Buyer
Sales Representative
Food Clerk
Broker
Trader
Merchant
Dairy Clerk
Produce Buyer
Auctioneer
Asst. Sales Manager
Cane Buyer
Sweet Potato Buyer
Rice Buyer-Grader
Timber Buyer
Pole Buyer
Rice Buyer
Seed Buyer
Sales Clerk
Cotton Buyer
Sales Manager

6. Office

Time Keeper
Clerk
Chief Clerk
Seed Checker & Weigher
Shipping Clerk
Secretary-Treasurer
Cashier
Typist-Clerk
Cane Weigher
Payroll Clerk
Office Worker
Secretary
Bookkeeper
Office & Shipping Clerk
Weigher
Receipt Writer
Check Writer
Grain Checker & Weigher
Admin. Officer
Asst. Shipping Clerk
Shipping Clerk & Bookkeeper
Shed Clerk
Clerk Weigher
Weigher & Bookkeeper
Ticketman & Cotton Weigher
Recorder Clerk
Bookkeeper & Sample Man
Asst. Bookkeeper
Shipping Clerk
Accountant
Invoice Clerk
Clerk & Warehouseman
General Clerk
Shipping & Storing Clerk

7. Skilled

Cavity Man
Derrick Operator
Sugar Boiler
Forest Ranger I
Treating Engineer
Loader Operator
Gang Sawyer
Saw Filer

Forest Ranger II
Forest Ranger III
Cabinet Maker
Heavy Equipment Operator
Egg Candler
Forest Ranger
Partsman
Ginner
Press Operator
Meat Cutter
Butcher
Draftsman
Trimmer
Refinery Mechanic
Clarifier Operator
Mechanic
Gin Operator
Standman
Forest Foreman
Radio Operator
Fill Operator
Carpenter
Welder
Lookout Man
Ranger
Electrician
Horse Trainer
Presser
Edgeman
Millwright
Sawyer
Cutup Man
Sheet Metal Mechanic
Box Setter
Weigher
Maintenance Man
Loader Operator and Wood Scaler
Kiln Operator
Shop Mechanic
Machine Man (Planer Mill)
Machine Feeder
Lumber Grader
Lumber Checker
Sawyer & Filer
Planer Machine Operator & Mechanic
Maintenance Man
Okra Slicer Operator
Timber Market Estimator
Rice Drier Operator
Syrup Mill Operator
Grain Inspector
Fireman
Hydroponic House Worker
Lathe Operator
Veneer Clipper Operator
Splicer Operator
Dry Kiln Operator
Veneer Breaker
Power Saw Operator
Gin Mechanic
Log Skidder
Tow Motor Operator
Millwright & Sawyer
Lumber Setter
Plywood Grader
Crane Operator
Machinist
Welder Mechanic
Process Inspector
Field Man (Agricultural)
Head Miller
Bin Man
Receiver-Shipper (Rice Drier)

8. Semiskilled

Climber
Forest Foreman I
Forest Foreman II
Forest Foreman III
Tractor Operator
Forest Fireman
Maintenance Helper
Poultry Processor
Lift Truck Operator
Log Scaler
Welder Helper
Mill Employees
Gin Stand Worker
Candler
Horse Training Helper
Feed Mill Operator
Seed Cleaner & Delinter Operator
Cane Grinder
Cane Juice Carrier
Cane Juice Drainer
Skimmer
Syrup Cooker & Fireman
Pole & Pike Peeler
Scaler Helper
Mechanic Helper
Laborer
Saw Filer Helper
Log Lifter
Debarker Operator
Fireman

Truck Driver
Forest Towerman I
Forest Towerman II
Fire Guard
Packer-Shipper
Forest Towerman
Tree Trimmer
Feed Miller
Crawler Driver
Asst. Ginner
Warehouseman
Tower Man II
Weigher
Pumper
Crew Leader
Utility Man
Seed Weigher
Elevator Operator
Skidway Man
Tractor Driver & Loader
Scaleman
Blower
T.S.I. Crewman
Fork Lift Operator
Mill Laborer
Asst. Dryer Operator
Oilers
Miller Maintenance
Press Crew Worker
Carman
Laborer Utility
Chipper Operator
Resaw Operator
Handy Man
Grader-Packer
Grader
Meat Wrapper
Relief Man
Commodity Aids
Bench Saw Operator
Plane Operator
Lumber Handler
Forester Aid
Cotton Sample Weigher
Edger
Log Tripper
Peach Packer
Cane Sampler
Operators Helper
Deliveryman
Road Maintenance Crew Laborer
Sawman
Asst. Miller
Packing Crew
Canal Walkers

9. Unskilled

Groundsman
Yardman
Block Setter
Trade Helper
Field Worker
Cotton Picker (hand)
Suction Feeder
Syrup Mill Worker
Produce Trimmer
Pulp Loader
Woods Crew
Warehousman
Laborer
Porter
Yard Laborer
Tree Planter
Feed Mill & Grain Elevator Worker
Weeder-Grader
Cotton Loader

ORNAMENTAL HORTICULTURE

FLORAL DESIGNER

Job Description

Floral designers plan, design and supervise the arrangement of flowers for all occasions according to customer orders. The following functions describe this job.

1. Makes floral designs, creating designs and arrangements with artificial and/or real flowers.
2. Arranges pot plants, makes sprays for funerals, weddings, hospitals, banquets, and other occasions.
3. Recognizes all flowers by name.
4. Gives proper care to cut flowers.
5. Cares for pot and box plants properly.
6. Knows the compatibility of flowers and plants, and also their lasting qualities.
7. Keeps floral shop well displayed.
8. Buys, orders and sells flowers and displays.
9. Arranges window displays.
10. Advises the customers on displays and other flower arrangements.
11. Answers telephone and makes sales by phone.

The floral designer should know the time of year to plant different kinds of plants. Some floral shops require a knowledge of plant propagation and proper care of house plants.

Job Qualifications

A floral designer is required to have a high school diploma and college training. Although training in a post high school vocational technical school is desirable, a farm background or farm experience is not considered necessary to be a floral designer. In order to be a floral designer one is required to take a state written test and work under the supervision of a licensed floral designer for a period of at least one year before a professional license is granted. During this training period one is classified as an apprentice or assistant designer. A floral designer should be able to work with the customer concerning plants, flowers and displays. A good working knowledge of basic horticulture and plant science is necessary with emphasis on propagation; control of insects, diseases, weeds, soil and fertilization; production of ornamental plants; and marketing of plants. The age limits begin at 21 years to retirement.

Prospects for Employment

There are excellent opportunities for a floral designer, depending on his ability and willingness to work. According to a study conducted by the Department of Agricultural Education, Louisiana State University, prospects for employment are unlimited. Many floral designers become owners or part-owners of flower shops.

Salaries and Promotions

Opportunities in the field of ornamental horticulture as a floral designer are limited to the individual's ability and talent. Floral designers are becoming more difficult to find. The salary ranges from $277 to over $700 per month with some designers working on commission of sales.

GARDENER

Job Description

A gardener in the field of ornamental horticulture performs the following duties:

1. Works in a greenhouse under supervision feeding, watering, spraying, and cultivating plants.
2. Helps with seed and bulb planting.
3. Picks out materials and tools that an architect may need on a landscape job and helps organize men that are to assist.

Job Qualifications

He should have a knowledge of plants and soil conditions, basic knowledge of horticulture, and be familiar with agricultural chemicals.

It is desirable to have a high school diploma. Additional education is given by the firm and on-the-job training.

High school graduates of vocational agriculture with a farm background are preferred. A working knowledge of plant science is necessary. It is desirable to know agricultural business management and marketing. Knowledge of soil and water conservation is considered to be an asset and any gardening experience would be advantagous for job entry. Employment in this job title may begin at age 18.

Prospects for Employment

Employment opportunities in the area of ornamental horticulture are increasing. Many job openings are found in this particular classification for those interested in outdoor work and who are skilled in the plant science area.

Salaries and Promotions

Opportunities in the field of ornamental horticulture are unlimited. Usually young agricultural graduates and college juniors and seniors needing experience before becoming landscape specialists gain experience as a gardener. The salary ranges from $175 to $450 per month, depending on his worth to the business.

LANDSCAPE ARCHITECT

Job Description

Landscape architects plan, design and supervise the development of outdoor sites. The attractive arrangement of parks, housing projects, campuses and country clubs reflect the skill of these architects in designing landscapes that are practical and pleasing.

To plan a site, the landscape architects first study the nature and purpose of the project. The next step involves a study of the site itself, mapping such features as slope of the land, existing buildings and trees. After consultation with the project architect,they draw preliminary plans for site development. When these plans are approved,working drawings are made. Work agreement may call for site planning as well as supervision of grading, construction and planting.

Job Qualifications

A Bachelor's Degree from a college or university which offers professional training in landscape architecture is usually the minimum requirement for entering the profession. Individuals who plan to enter this work should be interested in art and nature for the profession demands a talent for design and an understanding of plant life as well as technical ability.

Prospects for Employment

Employment opportunities for workers with professional training in landscape architecture are expected to rise through the mid-1970's. The continued increase in public construction, the need for expanded outdoor recreational facilities and a rising interest in city planning indicate an attractive future for this profession.

LANDSCAPE FOREMAN

Job Description

The landscape foreman of an ornamental horticultural business may perform some or all of the following duties:

1. Carries out plans and supervises landscape jobs set up by the landscape architect.
2. Executes landscape design contracts on plans which include simple construction, simple drainage, planting, care or maintenance of plants, and grounds.
3. Supervises and aids in landscaping.
4. Sells nursery stock.
5. Estimates lawn service jobs.
6. Manages labor and handles public relations.

In some of the ornamental horticultural businesses,the landscape foreman is referred to as a landscape specialist.

Job Qualifications

High school graduation with some college and on-the-job training is considered minimum requirements for individuals being considered for manager of an ornamental horticulture business. Basic horticulture training with emphasis in soil and plant sciences is necessary. Experience in most phases of the business is required of prospective managers.

Prospects for Employment

The opportunities are especially good in the larger metropolitan areas for this job title.

Salaries and Promotions

The landscape foreman's salary ranges from $300 to over $700 per month with many starting at $600. The salary will be determined by his ability and willingness to work.

MANAGER

Job Description

The manager of an ornamental horticultural business -- flower shop, retail nursery, greenhouse or wholesale nursery -- may perform some or all of the following duties:

1. Supervises the general operation of the business.
2. Advises customers on plant selection, transplanting, cultural practices, fertilization, pesticides, and spray schedules.
3. Supervises sales; accepts orders; dispatches salesmen, prices merchandise; makes sales and keeps records.
4. Supervises propagation, transplanting, cultivating, pruning, and spraying of ornamental plants.
5. Operates greenhouse, manages field operation of a nursery and cares for pot plants and cut flowers.
6. Arranges landscape planting as planned by a landscape architect.
7. Interviews, hires, and manages labor, and handles public relations.

Job Qualifications

High school graduation with some college and on-the-job training is considered minimum requirements for individuals being considered for manager of an ornamental horticulture business. Basic horticulture training with emphasis in soil and plant sciences is necessary. Experience in most phases of the business is required of prospective managers.

Prospects for Employment

Studies reveal that most managers of ornamental horticultural and floral businesses were owner-managers. In many cases the assistant manager was the wife of the manager.

Ornamental horticultural and floral businesses are expected to expand in Louisiana as the state becomes more urbanized. There will be ample opportunity for managers of new businesses. There will also be opportunity for going into business for yourself in ornamental horticulture.

Salaries and Promotions

An employee entering this job title will probably enter as a helper. A manager usually has to work up through the ranks. Part time work in this area while in high school will aid in advancing more rapidly.

The salary range is from $325 to over $700 per month, depending upon the business and one's ability and desire to work.

Additional Information

It is necessary to understand that training for manager of a greenhouse or the field production of ornamental plants is somewhat different from training for manager of a flower shop or retail nursery business. Each phase of ornamental horticulture has its own specific training requirements.

NURSERYMAN

Job Description

A nurseryman prepares seedbeds, weeds, cultivates, plants seedlings, prunes and performs other cultural practices connected with the production and sale of nursery plants. He digs and grades plants, packs them for shipment and may cut, lift and lay sod. The worker prepares greenhouses for planting, treats soil, installs sprinkler systems and performs routine duties pertaining to the production of bedding plants. He may work as a member of a landscaping crew -- grading, draining, preparing beds and transplanting trees and shrubs in the site according to the plans and specifications of a landscape architect. One of the major jobs assigned the nurseryman is the operation and maintenance of machinery used in the general operation of the business.

Job Qualifications

High school graduation with an emphasis in vocational agriculture are among the leading qualifications for this type of work. A knowledge of the principles of plant growth and farm experience are considered necessary. Good health and freedom from physical handicaps are important requirements for this job.

Prospects for Employment

Prospects for employment in this job title are excellent. The nursery business is expanding and reports indicate that this trend will continue.

Salaries and Promotions

Salaries for nurserymen range from $300 upward per month. Advancement to foreman, salesman or manager are promotional possibilities.

JOB TITLES

ORNAMENTAL HORTICULTURE

1. Professional
    - Landscape Architect
    - Entomologist
    - Landscape Draftsman
    - Landscape Specialist

2. Technical
    - Florist

3. Managerial
    - Manager
    - Nursery Manager
    - Asst. Manager Retail Sales
    - Small House Plant Manager
    - Office Manager
    - Sales Manager
    - President
    - Asst. Manager
    - Manager Retail Sales
    - Manager Chem. & Fert. Dept.
    - Nursery Stock & Trees Manager
    - Nursery Farm Manager
    - Sales Lot Manager
    - Owner-Manager
    - Vice President
    - Manager Grower
    - Co-Manager & Owner

4. Supervisory
    - Foreman
    - Nursery Foreman
    - Landscape Foreman
    - Field Foreman
    - Job Foreman
    - Sales Supervisor
    - Supervisor
    - Greenhouse Foreman
    - Lot & Landscape Foreman
    - Plant Supervisor

5. Sales
    - Salesman
    - Dispatcher
    - Lot Salesman
    - Sales Clerk
    - Landscape Salesman
    - Designer Salesman

6. Office
    - Clerk
    - Bookkeeper
    - Secretary-Treasurer
    - Office Worker
    - Telephone Clerk

7. Skilled
    - Floral Designer
    - Propagator
    - Designer
    - Mechanic
    - Asst. Designer
    - Flower Arranger
    - Asst. Floral Designer
    - Tree Surgeon
    - Bud - Cutter

8. Semiskilled
    - Potter
    - Planter
    - Grower
    - Tractor Driver
    - Landscape Gardener
    - Serviceman
    - Digger
    - Pinner

Apprentice Designer
Truck Driver
Nurseryman
Florist Helper
Tree Surgeons Helper

9. Unskilled
    Laborer
    Yard Boy
    Apprentice
    Landscape Laborer
    Greenhouse Attendant
    Stable Workman
    Delivery Boy
    Gardener
    Nursery Helper
    Yardman
    Potter

WILDLIFE AND RECREATION

CURATOR

Job Description

An employee's duties in this job title are of supervisory and technical nature in directing the operations of a park museum. Work involves serving as a guide through historic buildings and acting as overseer of the establishment. Supervision is usually received from park superintendents or administrative personnel of the Parks and Recreation Commission.

A curator performs some or all of the following duties:

1. Receives and conducts museum visitors through the building and over the grounds, giving talks about the various exhibits, and pertinent history.
2. Keeps simple records, makes out payrolls, purchases needed museum supplies and equipment, and attends to the correspondence and publicity for the museum.
3. Performs limited research for information about the area.
4. Acquires any possible interesting information and museum collection pieces from visitors and other sources.
5. Gives lectures before various groups using slides and other illustration materials.

The absence of specific statements of duties does not exclude those tasks from the position if the work is similar, related, or a logical assignment of the position.

Job Qualifications

High school graduation with two years of clerical experience or experience requiring contact with the public is desirable.

College training may be substituted for the required experience on the basis of 30 semester hours of training equivalent to one year of experience.

Prospects for Employment

State, federal and municipal governments, along with some private promoters, employ personnel in this position. However, employment can only be classified as fair since there are very few employed each year.

Salaries and Promotions

Salaries for this job title range from $350 to $500 per month depending upon the specific duties and responsibilities expected of the employee in a particular situation.

Promotion from curator to park superintendent is usually the custom.

Additional Information

The work in this job title differs from that performed by building guide supervisors in that the variety of assignments exceed those of the latter. The job differs from park and museum superintendent because of the lack of responsibility for the maintenance of a park including a museum. Also the possibility of employment as a curator is better than that of either of the above.

GAME WARDEN

Job Description

An employee in this job title patrols assigned areas to prevent game law violations. He investigates reports of damage to crops and property by wildlife, and compiles biological data. Following is a list of some of the more specific duties and responsibilities associated with this position. However, the absence of specific statements of duties does not exclude those tasks from this position if the work is similar, related, or a logical assignment.

1. Travels through assigned area by car, boat, airplane, horse, or on foot to observe persons engaged in taking fish and game, to insure that methods and equipment used are lawful, and to apprehend violators.
2. Investigates reports of fish and game law violations and issues warnings and citations.
3. Serves warrants, makes arrests, prepares and presents evidence in court actions.
4. Seizes equipment used in fish and game law violations and arranges for disposition of fish and game illegally taken or possessed.
5. Collects and reports information about the condition of fish and wildlife in their habitat, availability of game food and cover, and suspected pollution of waterways.
6. Investigates hunting accidents and files reports of findings.
7. Addresses schools and civic groups to disseminate information and promote public relations.
8. May enlist aid of sportsmen's groups in such programs as lake and stream rehabilitation, game habitat improvement, and hunter and fire arms safety.

Job Qualifications

High school education is essential, some college is desirable, and special training in wildlife management and conservation is necessary for employees in this job title.

One serving in this capacity must enjoy living outside and have special interest in the conservation of fish and game. He must be able to cope with trying situations.This is a law enforcement job and as such involves added risks.

Prospects for Employment

Each parish in the state has several game wardens. This is a state job and is therefore under civil service. It would be misleading to state that there is a great opportunity for employment in this position, however, there are some good opportunities each year.

Salaries and Promotions

Salaries range from $450 to $650 per month depending upon the area covered, location, duties, and responsibilities.

Promotions in rank and to supervisory positions are possible.

GREENSKEEPER

(Golf Course Employee)

Job Description

A golf course employee's work involves the overall maintenance of a golf course. He performs the following duties:

1. Supervises and coordinates work activities of workers engaged in preserving grounds and turf of the golf course to keep it in good playing condition.
2. Confers with superintendent to plan and review work projects.
3. Determines work priority and assigns workers to specific tasks, such as fertilizing, seeding, mowing, raking and spraying.
4. Observes employee's work and demonstrates more efficient work methods.
5. Mixes and prepares recommended spray and dust combinations.
6. Directs and assists workers engaged in maintenance and repair of mechanical equipment.
7. Requisitions equipment and materials.
8. Assists workers in performing more critical duties, such as operating tractor, using specific attachments to till, cultivate, and grade new turf areas.
9. Assists workers in applying prescribed amounts of lime, fertilizer, insecticide, and fungicide, mowing rough and fairway areas at designated cut, exercising care not to injure turf or shrubs.
10. Supervises the cutting of turf on green and tee areas, using hand mower and power mower.
11. Supervises the connecting of hose and sprinkler systems at designated points on the course used for irrigating the turf.
12. Plants, trims, and sprays trees and shrubs.

Job Qualifications

A high school education with training in vocational agriculture is desirable. The greenskeeper is expected to know soil management, the proper use of fertilizer, the proper irrigation management, how grasses grow, the use of insecticides and pesticides, and other information needed in golf course maintenance. Knowledge in maintenance and repair of tractors and mowing equipment is also desirable.

No specific educational requirements are necessary to begin work as laborer, however, a high school education with agricultural training would enhance the workers chance of advancement.

Prospects for Employment

An upswing in interest in the game of golf has crowded existing facilities and has initiated the construction of many new courses. The need for individuals trained in golf course maintenance is on the increase. Occupational information indicates that this trend will continue.

Salaries and Promotions

Beginning salaries for laborers are from $150 to $250 per month, whereas the salaries of head greenskeepers range up to $600 per month.

Advancement is from laborer to assistant greenskeeper, from greenskeeper to foreman and from foreman to golf course superintendent or manager.

Additional Information

Because a great deal of walking is involved in golf course maintenance, a worker should have reasonably good health. Certain physical handicaps will not interfere with his success. He should enjoy being outside, have a pleasing personality, and be tolerant with other people.

GROUNDSKEEPER

Job Description

A groundskeeper cares for the area surrounding an industry or business, church, school, private estate, cemetery, government and city parks and recreational areas.

An employee in this position performs the following duties:

1. Controls weeds by dusting, spraying, and mowing.
2. Keeps lawn fertilized and trimmed.
3. Prepares, plants, and maintains the beds and flowers.
4. Cares for shrubs and trees.
5. Maintains walks, drives and equipment.

In some cases the groundskeeper may make minor repairs on buildings, drives, small equipment and plan simple landscape design.

Job Qualifications

High school graduation with vocational agriculture training is desirable for workers in this job. Specialized training in the plant science area is required. Good health and the ability to do heavy work is essential.

Prospects for Employment

Prospects for employment are good. Industry, businesses and agencies are paying more attention to landscaping and the maintenance of grounds. Independent landscape and grounds maintenance companies now contract with business and industry to provide these services. The demand for these types of skills is increasing.

Salaries and Promotions

Opportunities for advancement vary with the number of men employed. In some cases one man takes care of all the work. Advancement to foreman or supervisor is possible at a large industrial site or at institutions where a number of persons are employed.

Salaries range from $250 to $450 per month. Advancement in position and increase in wages usually go hand in hand with an employee's knowledge of his work, his interest, and his willingness to accept responsibility.

Additional Information

Employees in this job title should be willing to work alone and should enjoy working with plants and small garden equipment. Most of the jobs in this job title are performed outside; therefore, good health is necessary.

PARK ATTENDANT

Job Description

The duty of the employee holding this job title is operating and maintaining state parks or golf courses. The park attendant performs some of the following duties:

1. Performs simple manual work in maintaining state parks, such as carpentry repairs, painting picnic tables and signs, or keeping natural springs and pools clean.
2. Enforces state game laws and park regulations.
3. Acts as a park guide and patrols the park.
4. Inspects park areas for possible hazards to the visiting public.
5. Cleans rest rooms, shelters, grounds and cabins of the park.
6. Checks tickets of players on golf course and patrols the course to determine if players are observing the rules of the course.

This position may involve duties of higher level work,such as repairman, park guide, or animal caretaker.

Job Qualifications

Some training in carpentry, plumbing, electricity, agriculture and related fields is desirable in this position. Training received through a good vocational agricultural program can be very helpful in attaining job entry.

One must have the ability to follow oral or written instructions plus physical ability to perform manual labor.

This job title is under civil service, therefore, a civil service examination is required.

Prospects for Employment

There are 49 park attendants employed by the State Parks and Recreation Commission. Prospects for employment in this field are good.

Salaries and Promotions

Salaries of park attendants range from $185 to $320 depending on classification. Park attendants are classified at I, II, and III and it is possible to advance from one class to another.

Additional Information

Supervisory responsibilities increase with an advance in classification. Classes II and III work more with golf courses than class I attendants.

PARK RANGER

Job Description

This job title is fairly responsible work,involving the patrolling of park premises to prevent hunting and trapping and other molesting of game or damaging of property.

In carrying out this task he performs the following duties:

1. Patrols the parks in search of violators of hunting,fishing, trapping and property laws.
2. Assists in recognition and control of forest insect infestations.
3. Aids in making wildlife surveys.
4. Enforces laws and park regulations.
5. Makes miscellaneous investigations and reports, including water observation, visitor statistics, etc.

The park ranger is under the direct supervision of the park superintendent.

Job Qualifications

The applicant must be at least 21 years of age and be a high school graduate.

Experience in fields such as conservation, forestry, recreation, park administration, operation or maintenance, or business management may be substituted on a year-for-year basis for high school education.

Park rangers are under civil service, therefore, they must take a civil service examination.

Prospects for Employment

The need for individuals with the skills listed above is on the upswing, in line with the fast growing number of State Parks and Recreational areas. Future employment prospects in this area are increasing.

Salaries and Promotions

Salaries of park rangers range from $275 to $350 per month. Park rangers usually live in the park in which they work.

Additional Information

Park rangers work is very interesting,especially for a person that loves sports, wildlife, and outside activity.

Rangers are furnished uniforms by the state.

PARK SUPERINTENDENT

Job Description

This is responsible supervisory work involving the operation, maintenance and improvement of state parks or historical sites.

In so doing, the park superintendent performs some or all of the following duties:

1. Assists in the development of park facilities.
2. Supervises all personnel engaged in the operation and maintenance of the park facilities.
3. Supervises conservation, woodcraft and nature-education programs.
4. Prepares reports and budget estimates.
5. Promotes and publicizes a park area.
6. Protects and preserves area against fires and other means of destruction.

Park superintendents are directly under the director of State Parks and Recreation.

Job Qualifications

A park superintendent must be a high school graduate, and have three years of experience in conservation, wildlife management, forestry, public park administration, or related work. One year of the required experience must have been in a supervisory capacity.

College training with major work in wildlife management, forestry, recreation, agriculture or related fields may be substituted for all of the required experience.

Park superintendents are under civil service and, therefore, must take a civil service examination.

Prospects for Employment

There are eleven park superintendents employed by the State Park and Recreation Commission. The Federal Park and Recreation Commission employs some park superintendents, therefore, employment opportunities are limited.

Salaries and Promotions

Salaries of park superintendents range from $320 to $520 depending upon experience and/or length of service. Added responsibilities come with length of service. Prospects of promotion in this job title are good.

Additional Information

Park superintendents are classified as I, II, and III with class I being the subordinate and class III the highest rank. One may advance from one class to another through experience. The duties of all classes are the same, except as one advances from class I to class III he assumes more supervisory responsibilities.

JOB TITLES

WILDLIFE AND RECREATION

1. Professional
    - Curator
    - Horticulturist
    - Biologist
    - Commissioner
    - Wildlife Biologist
    - Research & Educational Personnel
    - Fish Biologist

2. Technical
    - Biologist Aid
    - Waste Disposal Inspector

3. Managerial
    - Manager
    - Asst. Superintendent
    - Asst. Manager
    - General Manager
    - Superintendent
    - Park Superintendent
    - Golf Course Manager
    - Wildlife Manager
    - Refuge Manager
    - Owner-Manager
    - Asst. Manager & Salesman

4. Supervisory
    - Park Ranger
    - Superintendent
    - Asst. Superintendent
    - Tree Supervisor
    - Supervisor
    - Golf Course Superintendent
    - Area Supervisor
    - Foreman
    - Greens Supt.
    - Landscape Supervisor
    - Parkway Foreman
    - Recreation Area Supervisor
    - Fishery Foreman
    - Wildlife Agent
    - Area Supervisor
    - District Supervisor
    - Game Warden
    - Supt. of Parks & Recreation
    - Park Supervisor
    - Refuge Supervisor

5. Sales

6. Office
    - Refuge Clerk

7. Skilled
    - Taxidermist
    - Operator
    - Chief Greenskeeper
    - Mechanic
    - Bulldozer Operator
    - Heavy Equipment Operator

8. Semiskilled
    - Maintenance Man
    - Gardener
    - Asst. Greenskeeper
    - Equipment Operator
    - Greenskeeper
    - Truck Driver
    - Minnow Feeder
    - Fish Farm Helper

9. Unskilled
    - Park Attendant
    - Groundskeeper
    - Fairway Keeper
    - Asst. Greenskeeper
    - Kennel Man
    - Golf Course Employee
    - Laborer
    - Caretaker
    - Seine Man

AGRICULTURAL SERVICE

AGRICULTURAL EXTENSION WORKER

Job Description

An agricultural extension worker is engaged in educational work in agriculture or home economics. County agricultural agents are concerned primarily with increasing the efficiency of agricultural production, marketing, and the development of new market outlets. County home demonstration agents work closely with women in home management and nutrition.

Agricultural extension workers help people analyze and solve farming and homemaking problems. Much of this educational work is with groups, through meetings, tours and demonstrations. Individual assistance is given to farmers and homemakers with problems that cannot be solved satisfactorily by group methods. Both the county agent and the home agent, along with the 4-H club agent, work with rural youth organizations on projects related to agriculture, homemaking and community improvement. Extension workers rely heavily on the use of the mass communication media, such as newspapers, radio and television.

The work of the county extension staff is supported by state extension specialists in such subject matter fields as agronomy, livestock, marketing, agricultural economics, home economics, horticulture, and entomology. Each of these specialists keeps abreast of the latest research findings in his particular field and works with agents in applying them to local needs and problems.

Job Qualifications

Extension workers, county agents, home demonstration agents, 4-H club agents, and specialists must have a bachelor's degree, master's preferred, in agriculture or home economics. The Extension Service maintains an in-service training program to keep agents informed of the newest findings in agricultural research, new teaching techniques, and new programs and policies that affect agriculture. To be a successful extension worker one must desire to work with the public.

In most instances, specialists on the state staff are expected to have the Master's degree and special training in their particular speciality area.

Prospects for Employment

Each parish in the state maintains an agricultural extension office. The number of employees varies according to the agricultural climate and the population. As agricultural technology becomes more complicated, and as farm people become more aware of the need for organized activity, more help is sought from trained extension service personnel. A growing number of extension service workers will be needed, particularly in depressed rural areas. The work of the Extension Service will also be extended to new segments of the population, as rural nonfarm families and suburban residents recognize the value of assistance from extension workers.

Salaries and Promotions

The salaries of extension workers vary from state to state and from parish to parish. The salaries also vary with the length of service, the educational background and the position held. There are step increases, across-the-board raises, and merit raises associated with the job. The average annual starting salary of assistant agricultural agents is about $6,000 and of home agents approximately $5,500.

Ordinarily, the competent assistant agent is promoted rapidly to a more responsible job, either in the parish where he works or in another parish within the state. Salaries for experienced agricultural agents range from $9,000 to $15,000 annually and for experienced home demonstration agents from $7,000 to $11,500 annually.

AGRONOMIST

Job Description

An agronomist performs scientific work concerned with the principles of plant, soil, and related biological, natural, and physical sciences. He performs the following duties:

1. Conducts investigations on field crop problems.
2. Develops new methods of growing crops to secure a more efficient production, a high yield, and an improved quality.
3. Plans and carries out breeding studies at experiment stations and farms. This is done to improve varieties of field crops.
4. Studies crop production in order to discover the best methods of planting, cultivating, and harvesting.
5. Studies the effects of varied climatic conditions on crop production.
6. Develops methods for controlling noxious weeds, crop diseases and insect pests.
7. Specializes in a specific field crop, group of field crops, or specific agronomic problems.

Job Qualifications

Training in a college or university of recognized standing is important in obtaining employment as an agronomist. A B.S. degree is a mininum requirement for entrance into this occupation. Those with graduate training usually advance rapidly into responsible positions with good pay.

Prospects for Employment

Opportunities for employment as an agronomist are available in many areas. An agronomist may seek employment with state colleges and universities, agricultural extension services, soil conservation service, agricultural experiment stations, state departments of agriculture, U.S. Department of Agriculture, state land offices, federal land bank associations and other concerns. Demands are increasing for both basic and applied research to increase the efficiency of soil use.

Salaries and Promotions

The incomes of agronomists depend upon their education, professional experience and individual abilities. The entrance salary of an agronomist with a B.S. degree is $600 per month. Further advancement depends upon the individual's ability to do high-quality work and to accept responsibility. Earnings of well-qualified agronomists with advanced degrees and several years' experience range from $9,000 to $14,000 per year.

Additional Information

The demand is increasing for agronomists to help complete the scientific classification and evaluation of the soil resources in the United States. One of the major program objectives of the Soil Conservation Service of the U. S. Department of Agriculture is to complete the soil survey of all rural lands in the United States. This program includes research, soil classification and correlation, interpretation of results for use by agriculturalists and engineers, and training of others in use of the results.

ANHYDROUS AMMONIA INSPECTOR

Job Description

This job title requires responsible investigative and inspectional work in compliance with anhydrous ammonia laws.

An anhydrous ammonia inspector performs all of the following duties:

1. Inspects anhydrous ammonia systems on farms and storage plants.
2. Checks all type of anhydrous ammonia equipment.
3. Gathers evidence of violations of anhydrous ammonia fertilizer and equipment regulations of the commission.
4. Appears as a witness at trials or hearings held concerning violations.
5. Inspects old tanks for conformance to the code and condemns any tanks not meeting the standards.
6. Retests old tanks periodically.
7. Gives tests to servicemen to determine if they are qualified to meet the requirements of the commission.
8. Trains bulk plant operators, truck drivers, and servicemen in correct handling and safety procedures.
9. Investigates accidents, tank failure, hose failure, and violations and makes reports to the commission.

Job Qualifications

High school graduation in addition to four years of experience is required for this job title. This work could be as an anhydrous ammonia distributor, an operator of a bulk anhydrous storage plant, an industrial plant operator, or a high pressure steamfitter whose duties include transferring highly volatile liquids under pressure to and from pressure vessels.

Graduation from an accredited four year college or university with a major in engineering or agriculture may be substituted for all of the required experience.

It is desirable for an anhydrous ammonia inspector to have training in plant science, agricultural business, management and marketing, and agricultural mechanics and automation. To work for the State Department of Agriculture a civil service examination is required.

Prospects for Employment

An anhydrous ammonia inspector works for the State Department of Agriculture. At the present time there is a limited number of these workers in the state. Increased use of anhydrous ammonia as a nitrogen fertilizer will require more inspectors.

Salaries and Promotions

Beginning salary for an anhydrous ammonia inspector is \$380 to \$480 per month. Promotion to a supervisory position for those qualified is possible.

Additional Information

Work as an anhydrous ammonia inspector requires the worker to travel throughout an assigned area. His employment is steady, his work hours are regular, and some seasonal peaks may occur. He is given general instructions as to assignments. These assignments are carried out without close supervision and his work is evaluated by a review of his inspectional reports.

An anhydrous ammonia inspector should be friendly and be able to meet people easily. He must be firm in situations requiring the enforcement of regulations and laws.

APIARY INSPECTOR

Job Description

An apiary inspector is particularly concerned with the detection and eradication of contagious diseases in bee colonies. He works with beekeepers within his assigned area in tracing sources of infection. He demonstrates methods of controlling and preventing the spread of these diseases.

An apiary inspector performs all of the following duties:

1. Checks compliance with existing laws, rules, and regulations.
2. Visits with beekeepers and discusses methods and practices used in the production of honey.
3. Directs the disposal of infected apiary if diseased colonies are found.
4. Issues certificates of inspection, keeps records, and prosecutes violators of laws or regulations.

Job Qualifications

Apairy inspectors are employed by the State Department of Agriculture. A civil service examination is required. High school graduation in addition to two years of experience as a beekeeper or other related work is required. Apiary inspectors must be familiar with all areas of agriculture, with competencies in animal science also being necessary. Training provided by vocational agriculture can be beneficial for job entry.

Prospects for Employment

Apiary inspectors are employed by the State Department of Agriculture. At the present time, there is a limited number of Apiary inspectors in the state. Opportunity for interested boys might be considered good.

Salaries and Promotions

Beginning salary for apiary inspectors is $380 to $480 per month. Promotion to supervisory positions can be expected.

Additional Information

Apiary inspector work involves travel within a given area from one beekeeper to another. Work is performed both indoors and outdoors. His employment is steady and his work hours usually regular, although some seasonal peaks may occur. Deputy inspectors are frequently employed during the summer months. An apiary inspector should meet people easily and be firm in situations requiring the enforcement of regulations or laws.

Vocational agriculture in high schools may provide many opportunities for an interested boy to learn about bees, disease cycles, and control measures. Actual experience in beekeeping can be obtained through a supervised farming program in vocational agriculture. Experiences gained through leadership activities in the FFA will be helpful in learning to meet the public.

COTTON GIN SPECIALIST

Job Description

A cotton gin specialist performs responsible technical work in assisting members of the cotton industry to produce a better grade of ginned cotton. The cotton gin specialist is responsible for determining the needs for making adjustments on cotton gin equipment. He gives technical advice and assistance regarding the problems of the cotton industry.

The cotton gin specialist performs all of the following duties:

1. Secures the cooperation of cotton gin, oil mills and manufacturing personnel in working out methods and equipment which will produce a better grade of cotton.
2. Gives technical assistance to members of the cotton ginning industries. This involves remodeling old gins, locating new gins, solving causes for breakdowns in gins, and generally being helpful to those producing the finished cotton product.
3. Attends meetings and conventions of cotton ginners.
4. Makes and keeps up to date list of spare or surplus cotton gin equipment in the state to assist those in need of specific types of equipment.
5. Prepares itineraries, expense accounts, and progress reports of work for the central office, and confers with the supervisor periodically.

Job Qualifications

High school graduation with four years of experience in cotton grading, ginning, buying or selling is required. Two years of this experience must have been in a responsible technical, consultant, or supervisory capacity.

College education may be substituted for the two years of general experience on the basis of thirty semester hours equivalent to one year of experience. There may be no substitution for the two years of specialized experience.

Training in all areas of agriculture is desirable with competencies in ginning, warehousing, processing and marketing necessary. A farm residential background is preferred and a civil service examination is required for this job title.

Prospects for Employment

A cotton gin specialist works for the State Department of Agriculture. At the present time there is a limited number of cotton gin specialists in the state; however, many work for commercial gins. A civil service examination is not required if this is so.

Salaries and Promotions

The salary for a cotton gin specialist with the State Department of Agriculture under civil service, is $380 to $480 per month. For private industry the salary would possibly vary according to duties and assignment.

Additional Information

A cotton gin specialist must have the ability to lead and direct people in positions of importance. Vocational agriculture and FFA in high school would provide an opportunity for this training.

ENTOMOLOGISTS

Job Description

An entomologist performs professional and scientific work in connection with the characteristics and life processes of insects. He is concerned with the interrelationships between insect species, their relationship to other forms, their influence on the environment in which they are found, and their impact on man's welfare. His work is performed in the laboratory or in a field environment and may vary depending upon the purpose of the individual assignment.

An entomologist performs all or some of the following duties:

1. Studies beneficial and harmful insects in farming.
2. Develops measures to control insects that injure crops, animals, human beings, and agricultural commodities in storage, processing, and distribution.
3. Sets up research programs dealing with insects and their characteristics and habits.

An entomologist employed by the federal service engages in a broad spectrum of work assignments. He performs basic research in insect taxonomy and studies the role of insects as vectors of human or animal diseases. This is done through applied research in such areas as the development or improvement of control methods. An entomologist performs operational work in the prevention of outbreaks of noxious insects or suppression of outbreaks once they have occurred.

Job Qualifications

The entomologist needs a broad and concrete knowledge of the principles in the biological and physical sciences. He should have a general knowledge of animal science, plant science, agricultural business, marketing, and agricultural mechanics and automations. College graduates with a master's degree in entomology are preferred.

Prospects for Employment

Opportunities for employment as an entomologist are unlimited. An entomologist can find employment with state colleges, universities, United States and State Departments of Agriculture, Agricultural Extension Service, and research and pest control companies.

Salaries and Promotions

Promotion as an entomologist is almost unlimited. Advancement is made upon basis of service and duties performed. Professional improvement is essential. The beginning salary for an entomologist is $626 per month with the maximum being over $700 per month.

FARM COMMODITY MARKET REPORTER

Job Description

This work involves primarily the collection, interpretation, composition, and rapid dissemination of farm marketing information concerning current prices, trends, and general economic farm conditions. Market data are obtained and accurately interpreted so that profitable production and efficient distribution is realized, thus resulting in a more stable commodity market. Supervision may be exercised over a small number of clerical employees. Directions are received from a higher level market reporter or other official.

Illustrations of the various types of work performed in positions allocated to this job title are as follows:

1. Telephones periodically various members of the livestock, poultry and egg, cotton, rice, sweet potato, and important truck farm industries to assemble clear information on current prices, supply, demand, movements, and market trends.
2. Analyzes raw field information, calculates and determines averages and composes material in an acceptable form using terms common to the industry.
3. Contacts and cooperates with other market news offices and various agricultural agencies to formulate plans for working agreements between the state and federal government.
4. Posts information for statistical records, answers correspondence, and writes reports.
5. Makes field trips to personally contact farmers, buyers, extension service personnel, auction barn operators, and others to discuss the market information program, establish contacts for information, and maintain public relations.

Job Qualifications

The occupation of farm commodity market reporter requires a college degree with specialization in agricultural economics or a curriculum that provides similar training plus one year of experience in agricultural work.

Commodity inspection work, market price reporting or similar experience in farm marketing, may be substituted year for year for the required college training. Vocational agricultural training at the secondary school level may be beneficial in effecting job entry.

Prospects for Employment

The State Department of Agriculture, radio stations, and television stations furnish the main source of employment in this job title.

Occupational information indicates that the demand for workers in this classification is increasing.

Salaries and Promotions

The beginning salary for a Farm Commodity Market Reporter I in the State Department of Agriculture is $380 per month with a maximum of $480 per month. The salary range for a Farm Commodity Reporter II is $500 per month beginning salary to a maximum of $600 per month. Salaries paid by radio and television stations are higher than salaries paid by the State Department of Agriculture.

Additional Information

A civil service examination is a requirement for entry into the job of farm commodity market reporter with the State Department of Agriculture. Other necessary knowledge, skills, and abilities required at the time of appointment are as follows:

1. Extensive knowledge of farm commodity marketing operations and of agricultural economics in general.
2. Broad knowledge of all phases of state, regional, and national agriculture principles and practices.
3. Thorough knowledge of English construction and usage and skill in oral and written expression.
4. Some knowledge of statistical methods and techniques.
5. Ability to create and maintain satisfactory working relationships with various people and organizations.

FEED, SEED AND FERTILIZER INSPECTOR

Job Description

Feed, seed and fertilizer inspectors are responsible for inspectional work that assures compliance with laws and regulations governing the sale and use of feed, seed and fertilizer by manufacturers, distributors and retail stores. Specific duties consist of traveling from plant to plant within an assigned district collecting samples of feed, seed and fertilizer, testing samples or dispatching them to the state laboratory; writing certificates and reports and determining compliance to state laws and regulations governing feed, seed and fertilizer establishments.

Job Qualifications

Workers aspiring for this job must be high school graduates with a farm background and two years of experience in a position which provides a knowledge of the feed, seed and fertilizer business. This job is a state level service job and therefore applicants must apply through the civil service commission and comply with rules and regulations specified. A knowledge of plant science is necessary. High school credits in vocational agriculture are also beneficial.

Prospects for Employment

Employment opportunities are limited to state and federal agencies involved in enforcing rules and regulations concerning the feed, seed and fertilizer industry. The normal turnover is small, therefore, prospects for openings are limited.

Salaries and Promotions

The salaries for feed, seed and fertilizer inspectors range from $300 to $400 per month. Employees in this position may advance to another class of inspector. Pay increases with longevity.

Additional Information

Feed, seed and fertilizer inspectors must be tactful and have a pleasing personality. The ability to speak and write well is very important to all inspectors.

GRAIN INSPECTOR

Job Description

Workers in this job title are responsible for technical work in the testing, inspecting, and grading of grain received by or shipped from a terminal or grain elevator. Grain inspectors are classified as I, II, and III with the State Department of Agriculture and as agriculture commodity graders with the U.S.D.A. The commodity graders are classified as professional workers. They are charged with regulatory work to protect farmers in their purchases of grain and seed.

Grain Inspector I, II, and III perform all of the following duties:

1. Receive representative samples of grain collected by grain samplers.
2. Inspect grain, and by means of mechanical, physical and visual testing determine the weight, moisture, dockage, and defects of the sample.
3. Determine final grade of grain samples according to well defined standards and regulations.
4. Prepare reports of grades assigned to lots of grain.
5. Recommend resampling of grain, reinspect grain as assigned or required.
6. Observe inspection of grain by senior grain inspectors and study factors and methods to qualify for additional licenses for grain inspection.

Job Qualifications

Agriculture commodity graders are required to have a B.S. degree in agriculture. A farm background with no preference as to the type of farm experience is also required. He should have at least 3 years experience as a grain inspector. A civil service examination is required. Grain Inspectors I, II, and III must also have a B.S. degree in agriculture, and must be in possession of U.S.D.A. license to inspect grains. He should have a general knowledge of agriculture.

Prospects for Employment

Prospects for employment in this cluster of job titles are limited, but for qualified personnel employment prospects are good.

Salaries and Promotions

Because these job titles require a civil service examination, regulations concerning employee benefits are set by the commission. The beginning salary for a Grain Inspector I is $320 to $420 per month; Grain Inspector II is $420 to $520 per month; and Grain Inspector III is $525 to $650 per month. Commodity graders are paid $700 and above per month.

Additional Information

This work involves rendering accurate decisions regarding grades of grains based upon inspections made of samples taken from various lots of grain. Tasks are performed in accordance with the grading standards established by the U.S. Grains Standards Act. The employees have occasional contacts with grain growers and frequent contacts with commercial grain elevator officials, so they must be able to meet and work with other people. Training in vocational agriculture and FFA in high school would be of value.

GRAIN SAMPLER

Job Description

The work of a grain sampler involves the collection of representative samples of grain for inspectional purposes from trucks, railroad cars, elevators, boats, barges, grain elevators and other grain storage facilities. An employee in this position performs the grain weighing and sampling tasks in accordance with well established regulations as directed by a grain inspector. Grain samplers are classified as I and II.

The grain sampler performs all of the following:

1. Collects representative samples of grain.
2. Packages samples with identification cards showing the vehicle from which the sample was obtained.
3. Observes conditions of grain carriers and checks for leakage, moisture, odors and other irregular conditions.
4. Records identifications and locations of freight cars, trucks, trailers, barges, grain elevators and other grain storage facilities from which the sample was taken
5. Makes resamples when directed to do so.

Job Qualifications

Grain samplers must have the ability to follow written instructions and possess the physical ability to perform outside manual labor. A high school education is almost mandatory. A general knowledge of agriculture is essential with concentration in the warehousing and processing phase of plant science. A civil service examination is also required.

Prospects for Employment

Grain samplers work for the State Department of Agriculture. The number of positions in this job title is limited. To some extent, it is also seasonal work.

Employees may advance from Grain Sampler I to Grain Sampler II. Experience as a Grain Sampler I may qualify you for a position as grain inspector and other related jobs.

Salaries and Promotions

The salary for a Grain Sampler I is $245 to $320 per month and for a Grain Sampler II it is $305 to $380 per month.

Additional Information

These workers have occasional contacts with grain growers and frequent contacts with commercial grain elevator officials. The ability to get along with people is very beneficial.

HERBICIDE INSPECTOR

Job Description

An employee holding this job title is responsible for inspectional and investigational activities and for the enforcement of state laws and regulations relative to herbicide chemicals used in the state.

A herbicide inspector performs all of the following duties:

1. Investigates claims of chemical damage to crops.
2. Files charges against violators of the herbicide chemical law.
3. Appears before courts and testifies as an expert witness in cases concerning crop damage.
4. Screens liability insurance policies.
5. Administers examinations to aircraft pilots concerning herbicide chemicals, their use, the herbicide regulations of the division.
6. Licenses custom operators.
7. Inspects aircraft and ground equipment for conformance to herbicide regulations.
8. Recommends changes in the herbicide chemical law.
9. Performs various services for land owners.
10. Prepares activity reports for supervisor.

Job Qualifications

Graduation from an accredited four year college or university with an average of six semester hours per year in horticulture, forestry, agriculture, chemistry, biology, botany, entomology, zoology, plant pathology, or any combination of these courses is required.

Inspectional and grading experience of farm produce is desirable. He should be familiar with the inspection and control of plant pests and diseases. He should also have laboratory experience in the manufacturing and analysis of insecticides and pesticides. Responsible outside sales of insecticides and pesticides may be substituted for the required college training on a year for year basis.

It is desirable to have training in agricultural business management and marketing, agricultural mechanics and automation, and plant science and animal science. It follows then that students of vocational agriculture who are interested should begin early to gain knowledge required to begin as a herbicide inspector. A civil service examination is required.

Prospects for Employment

A herbicide inspectors works for the State Department of Agriculture. At the present time there is a limited number of herbicide inspectors in the state. Increased uses of herbicides in modern agriculture will require more employees in this job title.

Salaries and Promotions

The beginning salary for a herbicide inspector is $350 to $400 per month. The maximum salary is $450 to $500 per month. Promotion to a supervisory position is possible.

Additional Information

A herbicide inspector must be able to use good judgment in investigating claims of chemical damage to crops. He must be firm in situations requiring the enforcement of regulations. Training in leadership is very beneficial.

HORTICULTURAL INSPECTOR

Job Description

A horticultural inspector performs inspectional work in the prevention of fraudulent practices in the professional phases of entomology, plant pathology, tree surgery, horticulture, and floriculture.

General supervision is received from the state entomologist. Notification of changes in policy and procedures comes from the secretary of the Horticultural Commission.

Horticultural inspector performs all or some of the following duties:

1. Investigates complaints of reported violations, secures evidence, obtains statements from witnesses, and assists the district attorney in prosecuting violators.

2. Investigates established places of business to determine if they are operating in compliance with the law.
3. Advises persons and firms of new and changing rules and regulations of the Horticultural Commission.
4. Prepares and submits reports of work performed.

Job Qualifications

A high school graduate with two years of experience in horticultural and/or floricultural work is preferred. Six months of this experience must have been in entomological service, pathological service, tree surgery service, horticultural service, or retail and wholesale florist service. Two years of college with a major in horticulture and/or floriculture, may be substituted for 18 months of practical experience. There can be no substitution for the six months of specialized experience.

Training in all areas of agriculture is desirable with all competencies in plant science necessary. A farm residential background is preferred. Passing a civil service examination is also required.

Prospects for Employment

A horticultural inspector works for the State Department of Agriculture. At the present time there is a limited number of horticultural inspectors in the state. With the expected increase in the production and sales of ornamental plants, the prospects for employment for qualified personnel are good.

Salaries and Promotions

The beginning salary for a horticultural inspector is $305 to $380 per month. Promotions to a supervisory position is possible.

Additional Information

Work as a horticultural inspector requires travel throughout the state or throughout an assigned area.

His employment is steady,and his work hours are regular although some seasonal peaks may occur. A horticultural inspector should be friendly and be able to meet people easily. He must be firm in situations requiring the enforcement of regulations and laws.

LIVESTOCK INSPECTOR

Job Description

A livestock inspector is particularly concerned with the detection and eradication of contagious diseases of livestock. His work involves travel within a given area. He works with livestock owners and veternarians in tracing sources of infection in his assigned area and demonstrates compliance with existing laws, rules, and regulations. If diseased livestock are found he directs disposal or quarantine of animals. He issues certificates of inspection, keeps records and makes reports.

A livestock inspector performs all or some of the following duties:

1. Inspects livestock for diseases and supervises the inspection of livestock disease and parasite programs.
2. Assists state and local veterinarian in livestock disease and parasite programs.
3. Inspects and approves auction sale barns and premises.
4. Inspects and approves slaughter establishments.
5. Inspects garbage disposal.
6. Inspects cooking facilities for garbage fed to livestock.
7. Inspects livestock for screw worm infestation.
8. Dusts and sprays with approved pesticides under certain conditions.

Job Qualifications

High school graduates with a farm background are preferred applicants for this job title. A college degree with a major in an agricultural area is required for certain positions. Specialized training in animal science and agricultural business management is necessary. Livestock inspectors are employed by the state and federal governments, therefore, a civil service examination is required.

Prospects for Employment

Livestock inspectors are found in sufficient numbers in Louisiana to assure a reasonable number of openings annually. Employment opportunities for the qualified individual are considered good.

Salaries and Promotions

Beginning salaries for livestock inspectors range from $350 to $400 per month. Maximum salaries may exceed $700 per month with experience and tenure. Advancement to a supervisory position is possible for workers showing ability.

Additional Information

A livestock inspector should be able to meet people easily with firmness in situations requiring the enforcement of regulations or laws. Vocational agriculture in high school may provide a desirable background for applicants seeking job entry in this area.

MARKETING SPECIALIST

Job Description

This occupation calls for promotional work in developing markets throughout the nation for the sale of Louisiana's agricultural products. Work involves personal contacts with buyers, brokers, wholesalers, food merchandisers, chain store buyers, and other potential outlets for Louisiana products to explain the types of products, quantities available, qualities of products and prices. This work also involves contacting the food editors of the newspapers, radio, and television media to secure assistance in promoting Louisiana's produce.

A marketing specialist performs all or part of the following duties:

1. Visits buyers, brokers, wholesalers, food merchandisers and chain store buyers to promote Louisiana agricultural products.
2. Performs point of sale work.
3. Visits all forms of news media to secure assistance in promoting Louisiana products.
4. Secures trial shipments of products and moves them to the market.
5. Serves as coordinator with the markets that have begun cooperating in the receiving of Louisiana products.
6. Prepares reports and statistical data.

Job Qualifications

Graduation from an accredited college or university plus two years of experience are requisites for the job. This experience should be in advertising, promoting, and reporting of farm market information. A farm background or experience is also desirable for this type of job.

Prospects for Employment

Prospects for employment in this job title are limited. The opportunities exist mostly in the Department of Agriculture and Immigration and the Agriculture Extension Service.

Salaries and Promotions

The beginning salary of a marketing specialist in the Department of Agriculture and Immigration is $400 per month to a maximum of $520. The maximum salary for a marketing specialist in the Agricultural Extension Service is considerably higher than that of the Louisiana Department of Agriculture.

Additional Information

A person entering this job title must have a pleasing personality and be capable of handling public relations in a skillful manner. For state and federal programs, a civil service examination is required. Specialization in areas such as poultry, animal husbandry, etc., is necessary for employment as marketing specialist in specific areas.

MILK PLANT AUDITOR

Job Description

The job of a milk plant auditor encompasses responsible detailed field work in accordance with the Louisiana Milk Audit Law. This entails the periodic auditing of records of milk-collection plants in a particular district of the state.

A milk plant auditor performs some of the following duties:

1. Audits records of all milk-collection plants in a section of the state.
2. Assists plants in locating milk supplies and moving excess milk to needed areas.

3. Assists in computing the proper amounts of milk surety bonds to comply with laws and regulations.
4. Prepares for public hearings on proposed amendments to milk production regulations.
5. Attends meetings concerning milk marketing, assists farm organizations in dairy problems and prepares news releases for publication.

Job Qualifications

Graduation from a four year college or university with a major in accounting, business administration, agricultural economics, dairy manufacturing, or a closely related field is a requirement for job entry into this field.

Experience in bookkeeping, accounting, and auditing is beneficial. Working in a milk processing plant may substitute for the required college training on a year-for-year basis.

Prospects for Employment

State and federal agencies provide the main sources for employment in the occupation. Prospects for employment are therefore limited to the annual turnover in these agencies.

Salaries and Promotions

The salary of a milk plant auditor ranges from $380 to $480 per month. A worker in this job title may be promoted to Assistant Chief or Chief of the Milk Testing Division in the State Department of Agriculture. This job title provides a maximum salary of $650 and $780 per month, respectively.

Additional Information

A civil service examination is a requirement for entrance into this job title. General supervision is exercised by officials of the Division of Milk Testing.

PERFORMANCE FIELDMAN

Job Description

An employee in this job title checks farms for performance of service where the U.S.D.A. is sharing the cost. Some of the cost-sharing programs are farm ponds, soil building crops, terracing, land leveling, retirement of farm lands and acreage control crops. It is the duty of the performance fieldman to report his findings to the Agricultural Stabilization and Conservation Service of U.S.D.A. He should be familiar with farming in order to make decisions in determining whether the cost-share or other regulatory practices have been complied with.

Job Qualifications

High school education is essential, some college is desirable, and a short period of special training in map reading is necessary. One serving in this capacity must enjoy the outside and have a special interest in conservation. He should be able to converse with land owners and farmers.

Prospects for Employment

This job title is only a part-time job ranging from 6 weeks to 6 months per year. It is a good job for college students and farmers desiring part-time work, especially during the summer months.

Salaries and Promotions

Salaries are $18 per day. The performance fieldman is employed by the day. Unless a college degree is obtained there is little chance of promotion.

PEST CONTROL INSPECTOR

Job Description

Pest control inspectors are employed by state and federal agencies. These workers are responsible for the location of pest infested areas, determining the degree of infestation and enforcing laws and regulations concerning the particular kind of pest.

A pest control inspector performs the following duties:

1. Inspects crops for infestation.
2. Locates areas of infection and makes maps of them.
3. Assists in controlling and eradicating pests by spraying, removing host plants, and other approved means.
4. Operates hand and mechanical pest control equipment.
5. Enforces pest control laws and regulations and reports violations.

Job Qualifications

Extensive training in agriculture is necessary especially in the field of plant science. High school graduates may apply for the job, however, some college training in a college of agriculture is most desirable. Civil service examinations are required for this job.

Prospects for Employment

Prospects for employment in this job are very good. Surveys conducted revealed that there are some 200 or more pest control inspectors in the state including those with specialized duties.

Salaries and Promotions

There are several classes of pest control inspectors ranging in salary from $300 to $550 per month. The salaries, of course, depend upon the length of service and duties required. Experience and on-the-job training will lead to advancement. It is possible to advance to specialized jobs.

Additional Information

As has been previously mentioned, many of the pest control inspectors are specialized, but for all practical purposes, the description and qualifications are about the same. One must be tactful and have a friendly personality and at the same time be able to make a firm decision while enforcing and upholding the laws and regulations of the state pertaining to pest control.

POULTRY PRODUCTS INSPECTOR

Job Description

This occupation calls for responsible inspectional work involving the enforcement of state laws throughout an area or district of the state and at shipping and receiving centers. An employee in this position performs the following duties:

1. Inspects poultry and dairy products at shipping centers of the state.
2. Makes field inspections to insure correct interpretation of poultry product laws by plant inspectors.
3. Assists in settling violations of laws pertaining to the poultry industry.
4. Trains and supervises poultry plant graders.
5. Secures and distributes information pertaining to poultry laws such as state grades, quality, labeling, and packaging.
6. Inspects and grades the quality and packaging conditions of poultry and eggs in wholesale and retail establishments.

An important aspect of this position is the public relations work performed by the employees.

Job Qualifications

A poultry products inspector must be a high school graduate with two years experience in the poultry industry. He should be familiar with the raising, finishing, marketing, buying and dressing of poultry for market. He should also be familiar with egg production and marketing and the production, inspection and marketing of dairy products. College training with courses in poultry, dairying, veterinary science and animal husbandry may be substituted on the basis of 30 semester hours as the equivalent of one year of the required experience. Civil service examinations are required for poultry products inspectors. Training obtained in vocational agriculture is considered helpful.

Prospects for Employment

Employment in this job title is limited to state and federal agencies responsible for enforcement of laws pertaining to the production, packaging, labeling, marketing and sale of poultry products. Occupational information indicates that few openings occur each year. However, an expansion of the poultry industry is forecast which will mean a need for additional inspectors. Private companies are also hiring workers with the same qualifications to assist the firm in meeting requirements of the laws and to work with the inspectors when they visit the plant.

Salaries and Promotions

Starting salaries for poultry products inspectors range from $320 to $420 per month depending on length of service and duties assigned. Promotions consist of advancement in grade and regular step increases in salary. As an inspector advances in grade administrative and supervisory duties are usually assigned.

Additional Information

Employees in this position work with people in all levels of the poultry industry. The ability to work with people and to be firm in decisions concerning the enforcement of laws is necessary.

PRODUCE INSPECTOR

Job Description

Produce inspectors enforce the state laws and regulations governing the shipping, grade, quality and condition of produce as it leaves the producers and as it arrives at its destination prior to distribution to the retailer. The majority of his work is outside and is usually considerably travel involved. In certain situations the employee may render service state-wide and travel from one area to another as crops are ready for market. Some workers may be employed only on a seasonal basis.

Specific duties relating to this job are:

1. Visits shipping and terminal points, makes inspection of produce to determine grade, quality, and condition.
2. Observes the condition of the car and cargo at the time of loading and sealing.
3. Writes certificates of inspection and keeps records.
4. Explains the standard grades and procedures adopted by the bureau of growers and shippers, and reports violations.

Job Qualifications

A high school education is necessary to enter this job title. Specialized knowledge of farm crops, plant pests, and vegetable and fruit market grades is essential. An employee in this position should enjoy traveling and working with people. A civil service examiniation is required for job entry and advancement in grade.

Prospects for Employment

Prospects for employment as a produce inspector are good. The normal demand of state and federal agencies assures many job openings annually.

Salaries and Promotions

There are several classes of produce inspectors with a salary range from $350 to $550 per month. Experience as an inspector, or work with an inspector, often is a stepping stone to becoming a buyer, a broker, or attaining a responsible position in one of the State or Federal bureaus.

SEED TECHNICIAN

Job Description

A seed technician is responsible for laboratory work in performing tests to determine the germination percentage and seed purity. He performs the following duties:

1. Receives, records, and prepares seed samples for germination tests.
2. Performs germination and other tests to determine the characteristics of seeds.
3. Prepares reports of tests run for accuracy of weight, count, and identification of seeds.
4. Examines sprouts for disease, strength, and injuries.
5. Maintains files on reports and records.

The above represents responsibilities and duties of Seed Technician I; however, Seed Technician II performs the same tasks, plus supervision over Seed Technician I. A Technician II gives demonstrations and lectures to classes and other groups visiting the seed testing laboratory. He also performs the more complex germination tests.

Job Qualifications

A high school diploma is required for Seed Technician I, but for Technician II, high school diploma plus one year experience as a seed analyst is required. In some cases college training in agriculture can be substituted for experience.

Prospects for Employment

The State Department of Agriculture has only 6 seed technicians employed; however, private industry, such as seed producers, hire their own seed technicians. Because of this fact, prospects for employment are very good.

Salaries and Promotions

Seed technicians' salaries range from $245 to $365 per month depending on the classification and whether he is working with the state or private industry. Promotions in this job title are very good.

Additional Information

If the seed technician is working for the State Department of Agriculture, he must first pass a civil service examination. Salaries paid by private industry are somewhat better than that paid by the state.

SOIL CONSERVATION AID

Job Description

A soil conservation aid performs engineering surveys in the field to obtain information in preparing plans and specifications for soil and water conservation practices. He performs the following duties:

1. Assists farmers in planning and applying soil and water conservation practices.
2. Makes surveys using an engineer's level.
3. Lays out contours and helps with plotting information on farm maps.

4. Collects soil samples and checks soil conservation crops under federal programs.
5. Explains and demonstrates conservation practices.
6. Reads aerial photographs, produces maps from these photographs, and keeps records and color land capability maps.

Job Qualifications

The applicant must be eighteen years of age and be a high school graduate. This occupation comes under the Federal Soil Conservation Service and has a Civil Service classification of GS-3 or GS-4.

Experience in farming and work with a professional civil engineer is desirable. Knowledge of farm operations is required to enable the employee to work effectively with farmers.

Prospects for Employment

Prospects for employment are fair. There are very few jobs available in a given locale at any one time.

Salaries and Promotions

Salaries for a soil conservation aid ranges from $300 to $550 per month. The possibility for promotion is poor.

Additional Information

Good health is very important as this job title requires a high percentage of time outside on farms and in woodlands.

VOCATIONAL AGRICULTURE TEACHER

Job Description

The teacher of vocational agriculture is a member of the faculty of a public high school. His special responsibilities are the development and conduct of educational programs in agriculture and related fields. Instruction is designed for those who are preparing to farm, those who are preparing for job entry in nonfarm agricultural jobs and those who are parparing for professional training in agriculture at the college level. Assistance is provided also for persons currently engaged in farming and in other agriculturally oriented occupations.

Classes are provided for three groups: in-school -- those over 14 years of age who are preparing for agricultural occupations; young adults -- young workers who are trying to become satisfactorily established in farming and/or in a nonfarm agricultural job; adults -- adult workers who seek upgrading in production agriculture or need additional agricultural training for job proficiency and advancement.

In addition, the teacher of vocational agriculture serves as an advisor to the local Future Farmers of America Chapter. He coordinates and supervises work experience programs on the farm and in nonfarm agricultural businesses and he serves as an agricultural leader in the school community. He conducts a continuous public relations program for his department and the school system and takes part in school activities as a regular member of the high school faculty.

Job Qualifications

A B.S. degree in agricultural education from a college or university having an approved teacher education program in vocational agricultural education is a requirement for job entry. The teacher of vocational agriculture is expected to participate in an in-service education program from the time of employment. Part of this program will be regular graduate courses, eventually leading to the M.S. degree.

A prospective teacher of vocational agriculture should have had farm experience, enjoy working with people and feel a deep responsibility for the guidance of youth toward the development of satisfactory occupational objectives.

Prospects for Employment

During the last five years the demand for new teachers of agriculture has exceeded the supply. The trend indicates that this demand will continue to increase.

Salaries and Promotions

The starting salary for a beginning teacher is approximately $500 per month; with tenure and experience and additional training, the teacher may advance to approximately $1000 per month.

The teacher of agriculture may be promoted to principal of the school or to administrative positions in the parish office.

JOB TITLES

AGRICULTURAL SERVICE

1. Professional
   - Research Agronomist
   - Vocational Agriculture Teacher
   - Vocational Agriculture Specialist
   - Executive Assistant II
   - Chief Anhydrous Ammonia Div.
   - Director Weights & Measures
   - Exec. Asst. Dept. of Agriculture
   - Dir. Warehouse Commission
   - Veterinarian
   - Poultry Pathologist
   - Pest Control Dist. Super.
   - State Super. La. Market Comm.
   - Asst. County Agent
   - Agri. Marketing Ser. Area Supervisor
   - Agri. Commodity Grader
   - Chairman Agriculture Dept.
   - Assoc. Prof. Ag. Engineering
   - Dir.Agri. Research Service
   - Chemical Engineer
   - Research Forester
   - Forester
   - Party Leader
   - Hydraulic Engineer
   - Entomologist
   - Counselor
   - Research Plant Pathologist
   - Home Demonstration Agent
   - Agronomist
   - Livestock Director
   - Home Economics Teacher
   - Asst. Prof. of Horticulture
   - Assoc. Prof. of Horticulture
   - Asst. Prof. Poultry Science
   - State Admin. Officer
   - Agri. Engineer
   - Biologist
   - Asst. Agronomist
   - County Office Manager
   - Voc. Agri. Supervisor
   - Land Administrator II
   - Asst. Commissioner of Agriculture
   - Asst. Director Weights & Measures
   - Director Sweet Potato Advertising
   - Plant Entomologist
   - State Entomologist
   - Veterinary Pathologist
   - Pest Control State Superintendent
   - County Agent
   - Assoc. County Agent
   - Agri. Marketing District Supervisor
   - State Dir. Voc. Agri. Education
   - Professor of Agronomy
   - Assoc. Prof. Animal Science
   - Asst. Dir. Agri. Research Ser.
   - Plant Pathologist
   - Soil Scientist
   - County Manager
   - Agri. Economist
   - Geologist
   - Senior Counselor
   - Instructor
   - Chemist
   - Asst. Home Demonstration Agent
   - Animal Husbandry Man
   - Conservationist
   - Assoc. Prof. Dairy Science
   - Assoc. Home Demonstration Agent
   - Prof. of Horticulture
   - Forestry Consultant
   - Soil Conservationist
   - Civil Engineer
   - Work Unit Conservationist
   - Station Superintendent
   - Assoc. Prof. Agronomy (In charge of Experiment Station)
   - Assoc. Prof. of Agronomy
   - Forester Admin. (Range)
   - Agric. Professor
   - Construction Engineer
   - Rice Breeder

2. Technical
   - Pest Control Technician
   - Veterinary Nurse
   - Livestock Inspector General
   - Grain Inspector
   - State Seed Analysis
   - Pest Controller

Sweet Potato Inspector
Marketing Specialist
Milk Sampler & Weigher
Anhydrous Ammonia Inspector
Herbicide Inspector
Junior Livestock Loan
  Field Representative
Cotton Gin Specialist
Exhibit Technician
Soil Conservation Technician
Warehouse Examiner
Field Representative
Jr. Credit Examiner
Poultry Product Insp.
Fresh Fruit & Veg. Insp.
Pest Control Inspector
Draftsman
Civil Engineering Technician
Milk Technician
Employment Security Tech.
Produce Inspector
Animal Disease Enforcement
  Officer
Livestock Inspector
Warehouse Examiner
Feed & Fertilizer Inspector
Soil Conservation Aid
Claim Specialist
Fats & Oil Specialist
Credit Examiner
Inspector
Poultry Grader
Horticultural Inspector
Pink Boll Worm Inspector
Conservation Technician
Agri. Research Technician
Cotton Market Specialist
Pink Boll Worm Quarantine Insp.
Customer Service Representative
Agri. Engineering Aid
New Business Representative
Districts Supervisors Aid
Asst. Forester
Soil Conservation Aid
Computer
Research Aid
Engineering Aid
Farm Planner
Field Inspector
Apiary Inspector
Weight & Measure Inspector
Seed Technician

3. Managerial
Trust Officer
President
Loan Officer
Asst. Manager Livestock
  Loan Department
Manager
Office Manager
Secretary-Treasurer
Senior Officer
Administrator
Senior Vice President
Asst. Vice President
Administration Officer
Vice President
Manager Livestock Loan Dept.
Asst. Administration Officer
Manager Agricultural Loans
County Office Manager
Department Manager
Storage Management Officer
Officer in Charge
Business Analyst
District Manager
Manager & Fieldman
Executive Vice President
Sales Manager
Asst. Manager
Owner Manager
Branch Manager
Asst. Office Manager
Asst. V. Pres. & Agric. Rep.
Equipment Manager
Asst. Cashier, Manager

4. Supervisory
Work Unit Supervisor
Fire Ant Supervisor
Farm Superintendent II
Area Supervisor
Field Supt.
County Supervisor
Farm Loan Supervisor
Dist. Fieldman
Field Supervisor
Field Representative

- Gulf Region Supervisor
- Poultry Production Supervisor
- Horticulture Foreman
- Supervisor
- Performance Supervisor
- Employment Security Supervisor
- Farm Supervisor
- Horticulture Supervisor
- Service Crew Foreman
- Asst. County Supervisor
- Milk Technician Supervisor
- Farm & Lab. Supervisor
- Plant & Insect Inspector
- Dist. Supervisor
- Party Leader
- Agric. Commodity Grader Super.
- Asst. Farm Foreman
- Superintendent

5. Sales
    - Liaison Officer
    - Salesman
    - Market & Produce Buyer
    - Merchants
    - Routeman
6. Office
    - Secretary
    - Clerk-Typist
    - Note Teller
    - Milk Plant Auditor
    - Collector
    - Area Clerk
    - Investigator
    - Program Clerk
    - Allotment Program Clerk
    - Counter Clerk
    - Administrative Clerk
    - Receptionist
    - Sugar, Feed, Grain Clerk
    - Acreage Allotment Clerk
    - Grain Market Reporter
    - Milk Auditor
    - Credit Examiner
    - Clerk
    - Asst. Cashier
    - Auditor
    - Chief Clerk
    - Interviewer
    - Farm Commodity Market Reporter
    - Stenographer
    - Conservation Program Clerk
    - Soil Bank Clerk
    - Bookkeeper
    - County Office Clerk
    - Agri. Conser. Program Clerk
    - Cashier
    - Admin. Price Support Clerk
    - Clerk IV
    - Agri. Statistician
    - Appraisers
    - Sugar Clerk
    - General Clerk
    - Extension Secretary
    - Filing Clerk
    - Cotton Loan Clerk
    - Performance Clerk
    - Allotment & Marketing Quota Clerk
    - C. A. & M. 2 Clerk
    - Note Teller & Bookkeeper
    - Asst. County Office Clerk
    - Stock Clerk & Warehouseman
    - Office Assistant
7. Skilled
    - Auto Mechanic
    - Plainometer Operator
    - Surveyor
    - Field Reporter
    - Service Grewman
    - State Cooperator
    - Farm Mechanic
    - Equipment Operator
    - Asst. Farm Mechanic
    - Heavy Machine Operator
    - Industrial Service Operator
    - Asst. to Engineering Aid
8. Semiskilled
    - Veterinarian Helper
    - Plant Pest Control Worker
    - Veterinarian Asst.
    - Plumbers Helper
    - Farm Laborer
    - Dairy Laborer

Kennel Helper
Fire Ant Control Worker
Grader
District Aid
Student Farm Laborer
Research Helper
Pest Control Asst.
Parts Man

9. Unskilled
    Laborer
    Kennel Man
    Grain Sampler
    Gardener
    Veterinarian Hospital Helper
    Janitor

FARM SERVICES

AIRPLANE PILOT (Agricultural)

Job Description

An agricultural airplane pilot flies an airplane at low altitudes over fields of cotton, fruit, rice and other crops to distribute insecticides and fungicides for insect-pest and disease control. He also distributes seeds and fertilizers. He must be able to make necessary adjustments to spraying, dusting, and seeding equipment to regulate the distribution of the materials with which he is working. He must, in many cases, make minor repairs and adjustments to the airplane.

Job Qualifications

There are no requirements as far as education is concerned; however, graduation from high school is usually required in obtaining a pilots license. A thorough knowledge of chemicals and application procedures as well as safety precautions is necessary. Specialized training in plant science is desirable.

Prospects for Employment

Aerial dusting, seeding and fertilizing have increased as farms have become larger and more mechanized. Employment of pilots by agricultural flying services will increase during the next decade.

Salaries and Promotions

Salaries of duster pilots range from $450 to above $700 per month. The pilots generally contract the job by the field. Sometimes they furnish the materials and sometimes the farmer may furnish them through the larger agriculture supply services. This, of course, has an influence on pilots' earnings. The pilot may go into the agriculture flying services on his own and thereby become the owner of a flying service business.

Additional Information

A duster pilot must be in very good health, able to stand excitement and make quick decisions. This job is better suited to young men ranging in age from 23 to 35.

ARTIFICIAL INSEMINATOR (Breeding Technician)

Job Description

An artificial inseminator works in a major dairy or beef producing region. He artificially inseminates dairy or beef cows and is employed by an artificial breeding cooperative or a company providing this service to farmers. An inseminator makes calls at farms as requested by farmers in his territory. A part of his work is to sell his services to farmers, build a business for himself and for the company or cooperative.

Bulls are kept at a central barn and semen is delivered to the inseminator by mail or truck. Farmers telephone the inseminator, who then takes semen to the farm and artifically breeds the cow. Records must be kept of expenses, collection of fees, semen received, and cows bred. Keeping accurate breeding records is an essential part of an inseminator's work because registration of purebred offspring may be involved. Supplying farmers with information also is an important part of his work. Semen must be ordered, received, stored, and handled so as to maintain a high level of breeding efficiency.

Qualifications

A high school education is mandatory for entry into this occupation and training in vocational agriculture valuable. The work of an artificial inseminator is one of the most technical jobs conducted on farms; therefore, special training offered by a short course at an agricultural college or a commercial breeders school is required of all workers of this kind.

An artificial inseminator must have a knowledge of breeding principles, an understanding of pedigrees, and a common knowledge of dairy or beef animals. This information may be acquired by actual work on a dairy or beef farm, and through the regular course in vocational agriculture.

He must like working with cattle and must be interested in working for the interests of farmers. He should have a pleasing personality and some sales ability.

Prospects for Employment

Several breeding technicians are employed in conjunction with the Louisiana Artificial Breeding Cooperative in the various parishes or sections of the state. Persons trained as artificial inseminators are also employed by purebred breeders of livestock as herdsmen, managers, overseers, etc. In such positions, artificial insemination is only one of the employee's tasks. Prospects for employment for breeding technicians will increase as researchers perfect synchronization of estrus, artificial insemination of swine, and similar problems which confront further promotion of artificial insemination.

Salaries and Promotions

The salary of an artificial inseminator is dependent upon the commission that he receives for each service when employed by a cooperative. Therefore, his salary will depend to a large extent upon the concentration of dairy and beef herds using artificial insemination in a given area. Commercial firms, privately owned herds, and institutional herds employ persons with these skills and usually pay the employee in the form of a monthly salary.

Advancement in this job title may be to technician or manager of a "stud barn" or it may be to one of several other positions in the dairy or beef industry. Experience acquired as an inseminator may qualify one for work with a breed association, a purebred dairy sales barn, or as herdsmen for a privately owned or institutional herd of dairy or beef cattle.

Additional Information

The working conditions of an inseminator are, in general, considered satisfactory. His work requires that some time be spent at his headquarters, a combination of office and small laboratory. The balance of his time is spent answering calls and inseminating cows in farmers' barns. Extensive travel is done throughout the year in all kinds of weather.

FARM LOAN MANAGER

Job Description

An employee in this job title examines and evaluates applications for farm loans for banks, Production Credit Association, Farmers Home Administration, and other agencies lending money to farmers.

Some of the more specific responsibilities of the farm loan manager are as follows:

1. Interviews applicants for mortage loans.
2. Prepares application papers.
3. Analyzes applicants financial status, credit and property evaluation to determine feasibility of granting loan request.
4. Corresponds with applicant regarding progress of application.
5. Approves loan with specified limits or refers loan to loan committee for approval.
6. Completes loan agreement on accepted loans.
7. Serves as an advisor to the customer for the duration of the loan.
8. May handle foreclosure proceedings when such is necessary.

Job Qualifications

According to recent surveys conducted by the Department of Vocational Agricultural Education, Louisiana State University, employees in this position must be college graduates and be familiar with local farming operations and practices. Training in vocational agriculture and farm experience seem to be prerequisite for employment in this position. It was also determined that special training in financing was necessary.

A very important personal qualification is the ability to talk to an applicant tactfully and confidentially concerning his personal affairs.

Prospects for Employment

Surveys show that prospects for employment in this job title are good, and some employers indicate that as the farmer's credit needs increase there will be a greater demand for qualified individuals in this position.

Agricultural loans are becoming a large part of each bank's business increasing the need for loan agents with training in agriculture.

Salaries and Promotions

Salaries for farm loan managers start at approximately $500 and may exceed $700 per month. The salaries vary depending upon the lending agency, experience, and specific duties and responsibilities required of the individual.

Promotion possibilities are usually good.

PEST CONTROL TECHNICIAN (Exterminator)

Job Description

A pest control technician sprays chemical solutions or toxic gases and sets mechanical traps to kill pests that infest buildings and surrounding areas, such as yards, gardens, orchards, ponds, etc. He fumigates rooms, barns, warehouses and other buildings using appropriate chemicals and toxic gases. One of his responsibilities is to bait the mechanical traps where pest are present. He clears areas that harbor pests and treats areas to control the advancement of these pests. After a project is complete the control technician leaves instructions concerning preventive measures.

Job Qualifications

A high school education is essential for job entry. Training received in vocational agriculture is helpful. Additional studies in biological sciences is required. An employee in this occupation must be able to identify various pests and in most instances know the life cycle of each in order to apply effective control measures. He must possess a knowledge of chemicals including the safe dispensing of each. Exterminators are usually salesmen along with other duties. Technicians in Louisiana are required to hold licenses. Most are required to be bonded.

Salaries and Promotions

Starting salaries for employees in this job title begin at $350 and range to $450 per month. Maximum salaries usually range from $500 to $700 and above.

Promotion to managers and exterminator supervisors can usually be attained if workers are willing to work and learn on the job. State inspector positions are attainable if the worker takes extra training and passes a civil service examination.

RADIO-T.V. FARM DIRECTOR

Job Description

A Radio-T.V. Farm Director plans and directs broadcasting of specific radio or television programs pertaining to agriculture. He formulates the general policies to be followed in preparing and broadcasting programs. He collects and analyzes worthy agricultural news by interviews, investigation or observation. He compiles market reports from local, state and national sources and reports them to farmers. A Radio Farm Director receives and evaluates new ideas about the various phases of agriculture and processes it into information that can be of help to farmers and others within the range of the radio or television station. He visits farms and ranches and attends agricultural group meetings reporting activities and innovations taking place. One requirement is to do promotional work which involves some type of advertising. He may be required to do public relations work for the station.

Job Qualifications

A college degree in agriculture is necessary for employment in this occupation. Farm experience is valuable and most stations list it as a job entry requirement. Vocational agricultureal training in high school is considered an asset. Applicants for this job must possess a clear voice, be adept in English usage and a salesman for the sponsor's product.

Salaries and Promotions

Starting salary ranges from $650 upward per month. Promotions usually come in the form of salary increases. However, farm directors are considered for administrative positions in the company.

Additional Information

There is considerable traveling with this job. A person should like meeting people and be prepared to present many talks before groups and civic organizations.

SALESMAN (Real Estate)

Job Description

Real estate salesmen are at the hub of most property transactions. They represent property owners who want to sell and find potential buyers for residential, commercial and farm properties. A real estate purchase is a large investment; therefore, most people buy only after careful investigation. This means that the salesman must spend much time away from his office showing and discussing properties with prospective buyers. In answering questions he emphasizes selling points such as floor plans, soundness of construction, financing arrangements and potential income.

Some real estate salesmen specialize in farm property. These workers must know the agricultural situation of the area, the tax structure, why the property in question is for sale, and all listings of available farm lands.

Job Qualifications

Employers listed no special educational qualifications for real estate salesmen, however it was indicated that high school graduates were preferred. Most real estate salesmen have some college training, and many are college graduates. To be successful in selling real estate one must have maturity, integrity and tact and patience in dealing with customers. Agents must also have an understanding of the problems of their customers and an ability to gain their confidence.

A written examination is required before a license is issued a real estate salesman.

Agents primarily concerned with farm lands must have general training in agriculture.

Prospects for Employment

Many openings for real estate salesman are expected to arise each year during the coming decade. Some will be new positions created by the need for more salesmen to serve a growing population. Others will occur as a result of normal turnover.

Salaries and Promotions

Real estate salesmen buy, rent, and sell property for clients on a commission basis, therefore, one's salary depends on his ability to perform these functions. Salesmen with experience and training can advance in many ways. They open their own office, become a real estate appraiser or go into property management.

TREE PRUNER

Job Description

A tree pruner works for privately owned companies and cities. He cuts away dead and excess branches from fruit, nut and shade trees. He prunes trees with handsaw, pruning hooks and sheers, and long-handled clippers, or by using truck equipped with hydraulic lifts, hydraulic pruners, and power pruners. He is responsible for applying protective substances to cut surfaces to seal them against insects. He climbs trees, using climbing hooks and belts or uses ladders to gain access to work areas. He may specialize in removing dead branches or excess wood from fruit trees and be designated as an orchard pruner. At the supervisory or managerial level, the work may include some typing, bookkeeping and record keeping as well as supervising a work crew.

Job Qualifications

A high school education is desirable. In order to enter this type of work it is necessary to work under the supervision of an experienced tree pruner for several months. It is necessary to be acquainted with the growing habits of trees, and how to do first echelon maintenance on machinery. Vocational agriculture in high school gives a helpful background for work in this classification.

Prospects for Employment

Prospect for employment is good. Most opportunities are found in and near metropolitan centers.

Salaries and Promotions

Salaries for a tree pruner range from $350 to $600 per month. The possibility of promotions are good for workers that show interest and do quality work.

WATER WELL EMPLOYEE

Job Description

A water well employee's work involves estimating water needs of farmers, operating drilling machines and installing water systems for household, farm and irrigation purposes. His job may also involve the maintenance of water pumps and systems.

Job Qualifications

Experience with farm machinery and equipment, especially small motors is desirable. High school graduates with farm experience and vocational agricultural training are preferred. Ability to get along and work with other people is necessary.

Prospects for Employment

Surveys conducted throughout the state indicate that adequate water systems are becoming more and more important to the farmer for household, livestock, and irrigation purposes. Water well companies are located throughout the state. Peek employment is seasonal, with most of the work being done in summer and early fall. However, with good management and planning, work could be prorated throughout the year.

Salaries and Promotions

Salaries for water well employees range from $200 to $550 per month. Advancement to crew foreman or crew leader are promotional possibilities.

JOB TITLES

FARM SERVICE

1. Professional
    - Mechanical Engineer
    - Chemist Bacteriologist
    - Public Relations
    - Farm News Director
    - FHA Supervisor
    - Agri. Engineer
    - State Director
    - Engineer
    - Asst. Loan Specialist
    - Home Economist
    - Radio Farm Director
    - Farm Management Supervisor
    - Field Engineer
    - Research Director
    - County Supervisor
    - Home Service Advisor
    - Executive Secretary
    - Work Unit Supervisor
    - Entomologist
    - Administration Officer
    - Loan Specialist
    - Farm Management Officer
    - Loan Officer
    - Supervisor
    - Agri. Advisor
    - Appraiser
    - Home Service Engineer
    - Asst. County Supervisor
    - Electrical Engineer
    - District Sales Manager

2. Technical
    - Laboratory Asst.
    - Service Technician
    - Pest Control Technician
    - Management Technician
    - Milk Technician
    - Inspector
    - Livestock Board Inspector
    - Airplane Pilot
    - Plant Cover Technician
    - Pilot
    - Survey Asst.
    - Advisor
    - Draftsman
    - Sanitarian
    - Radio Breaker & Utility Maint. Man
    - Meter & Utility Maint. Man
    - Artificial Inseminator
    - Breeding Technician

3. Managerial
    - Manager
    - Asst. Manager
    - Sales Manager
    - Branch Manager
    - Vice President
    - Senior Vice President
    - Pest Control Division Manager
    - Secretary-Treasurer
    - President
    - Division Manager
    - General Manager
    - District Manager
    - Office Manager
    - Termite Division Manager
    - Regional Manager
    - Owner-Manager
    - Plant Manager
    - Credit Manager
    - Manager Operator
    - Owner Asst. Manager
    - Asst. Branch Manager
    - Office Manager & Secretary-Treasurer
    - Farm Loan Manager
    - Manager Pilot
    - Manager Welder
    - Treasurer-Office Manager
    - Manager Mechanic
    - Co. Manager
    - Asst. Manager Accountant
    - President & Manager
    - Manager & Insurance Agent
    - Engineer Manager
    - Agency Manager

4. Supervisory
    - Supervisor
    - Shop Foreman
    - Pest Control Supervisor
    - Machinist Foreman
    - Foreman
    - Termite Dept. Head
    - Field Supt.
    - Installation Supervisor
    - Line Supt.
    - Service Supervisor
    - Irrigation Supervisor
    - Plant Supervisor
    - Spray Supervisor
    - Asst. County Supervisor
    - Field Representative
    - Enforcement Agent
    - Construction Line Foreman
    - Business Supervisor
    - District Supervisor
    - Termite Supervisor
    - Performance Supervisor
    - Asst. Shop Foreman

5. Sales
    - Salesman
    - Real Estate Agent
    - Advertising Salesman
    - Routeman
    - Insurance Salesman
    - Service Agent
    - Counter Salesman
    - Purchasing Agent
    - Power Use Manager & Public Rel.

6. Office
    - Office Worker
    - Chief Brand Clerk
    - Office Clerk
    - Office Asst.
    - Secretary
    - Bookkeeper
    - Clerk
    - Clerical Asst.
    - Office Secretary
    - Clerk-Secreaty
    - Stock Clerk
    - Checker
    - Treasurer
    - Asst. Cashier
    - Cashier
    - Shipping Clerk
    - Bookkeeper-Dispatcher
    - Steno-Clerk
    - Accountant II, Transportation Clerk
    - Work Order Clerk
    - Warehouse Clerk
    - Accountant I
    - Accountant III-Billing Clerk
    - Asst. Bookkeeper
    - Secretary-Bookkeeper
    - Dispatcher
    - Claims Adjuster

7. Skilled
    - Operators
    - Mechanic
    - General Pest Treater
    - Machinist
    - Well Serviceman
    - Welding Operator
    - Truck Press Operator
    - Blacksmith
    - Serviceman
    - Carpenter
    - Lineman
    - Machine Operator
    - Welder
    - Well Driller
    - Driller
    - Tree Surgeon
    - Reporters
    - Gin Repairman
    - Bulldozer Operator
    - Construction Lineman
    - Electrician
    - Plumber
    - Engineer
    - Dragline Operator
    - Sheet Metal Mechanic
    - Appliance Mechanic
    - Machinest-Welder
    - Cement Batch Operator
    - Heavy Equipment Operator

8. Semiskilled
    - Treater
    - Pest Control Service Man
    - Termite Service Man
    - Welder Helper
    - Well Driller Helper
    - Machinist Helper
    - Termite Treater
    - Fieldman
    - Tool Room Man
    - Treater Helper
    - Exterminator
    - Warehouseman
    - Scout II
    - Painter
    - Ground Crew
    - Asst. Exterminator
    - Termite Control Man
    - Hay Crewman
    - Applicator
    - Tractor Operator
    - Spreader Operator
    - Caretaker
    - Canal Walker
    - Mill Operator
    - Tree Pruner
    - Carpenters Helper
    - Meter Reader
    - Form Setter
    - Finisher
    - Loader-Driver
    - Floor Hand
    - Mechanics Helper
    - Apprentice Machinist
    - Tree Climber

9. Unskilled
    - Warehouse Helper
    - Delivery Man
    - Laborer
    - Lineman Helper
    - General Helper
    - Service Asst.
    - Electricians Helper
    - Plumbers Helper
    - Sheet Metal Helper
    - Truck Drivers Helper

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